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LOCKSMITH LEDGER International

September 2023 Volume 83, Number 9

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ACCESS CONTROL TRENDS

- Back to Basics: Rekeying A Pin Tumbler Lock
- Door Closers Do Heavy Duty
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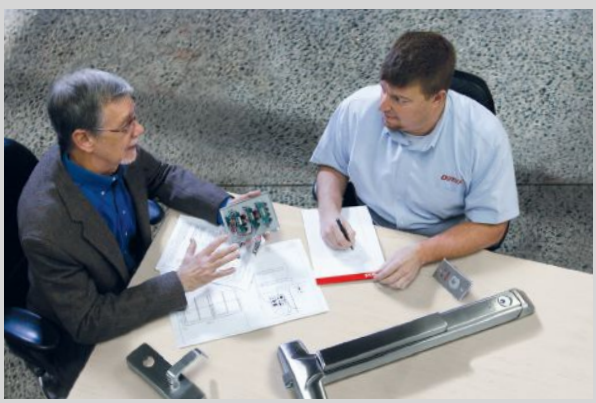

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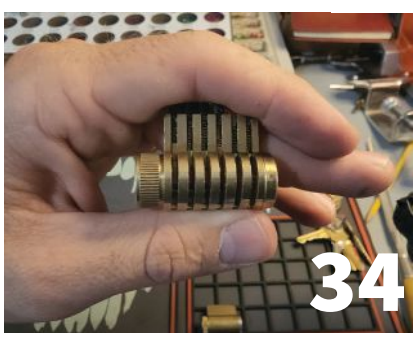

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Back to Basics

Locksmith Ledger and contributor Wayne Winton introduce our Back to Basic series of training articles geared towards future locksmiths and locksmiths who are just starting out in the business. The first topic is pinning a pin tumbler lock, and the accompanying video includes step-by-step instructions. Go the article at **www.locksmithledger.com/53068086** and scan the QR code or follow the link to watch on Youtube.

Calendar of Events

Looking for a security industry event to attend? Our Calendar of Events lists upcoming in-person and online educational opportunities, including GSX and the Yankee Security Convention. View them at **www.locksmithledger.com/events.**

Know Your Distributor

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Top Products

We list our top products and articles from 2022 based on Google Analytics reports of our readers' clicks. Find links to our top products at **www.locksmithledger.com/21285920**. And stay tuned; we will be highlighting the top products of 2023 in our December issue..

Installation Focus

Check out our two-part series on large-scale Schlage AD-400 installation online at **locksmithledger.com/53056156** and **www.locksmithledger.com/53058914.** In August, we installed a Lockly Guard standalone electronic access control on a narrow stile aluminum glass door. Read the article watch the video at **www.locksmithledger.com/53064317.**

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by Paul Ragusa,
Senior Editor

Access and Automation

Funny how we talk about the future of security, like it's far off, like the Jetsons (yes, I am aging myself), where everything is fully automated in the home, office, and cities, but the truth is we already have the technology to make it all happen. Now, it's just a matter of how it will all come together, which credentials and technologies will stand the test of time and are preferred, such as biometrics or mobile, or a combination, for example.

With the proper setup we can now use our phones – the most prevalent credential today – to control everything in our home and office. So, imagine our car unlocks and starts itself as we approach (even drives itself), our office or shop lights come on as we drive up, the front door unlocks as you approach, blinds open, music starts playing … you get the picture, full automation.

What I love about all the technology that exists today to make all this automation possible is that there is still one piece in this magnificent puzzle that hasn't – and won't ever – go away: the door lock. Yes, I can hear locksmiths everywhere breathing a sigh of relief at the thought that the standard deadbolt lock, whether it's electronic and communicating with your phone and the cloud, still needs to be installed and working properly or this whole automation house of smart cards comes tumbling down.

"They just don't know how it works on the mechanical side of things, that's where the mechanical locksmith has the advantage because the average homeowner and the average millennial right now does not know how the lock works," says John Nolan, owner, Reliant Security, based in Grand Junction, Colo., in my article looking at current access control trends for locksmiths (page 10).

Nolan is astute to point out that locksmiths are in a good position to save the day when everything goes wrong, especially with the DIY movement in full tilt, and homeowners and small business owners trying to install locks and systems themselves. For locksmiths and security professionals who are worried that DIY is taking a piece of their pie, Nolan says not to worry, because eventually they are going to need the help of a trained security professional.

"So, on the products, when they put it in and it doesn't work because they watched all the videos, but they just didn't know this extra little thing that you have to do, or they hooked the wires up backwards, or did something wrong because they're not experienced and don't have the training. That's where your advantage comes in. Now you can come in and do repairs."

Yes, exactly, which is why Nolan encourages locksmiths to try and be as well-rounded a security professional as possible, being that trusted resource and advisor to customers no matter what point they are in the process. That may mean stepping outside your comfort zone, getting additional training in a certain area, or even adding a high-tech pro to your team; it will pay dividends, says Nolan.

LOCKSMITH LEDGER International

PUBLISHED BY ENDEAVOR BUSINESS MEDIA, LLC
30 Burton Hills Blvd, Ste. 185,
Nashville, TN 37215
800-547-7377
VOL. 83, NO. 9

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Locksmith Ledger (USPS #0587-900, ISSN 1050-2254 print, ISSN 2771-6317 online) is published monthly by Endeavor Business Media, LLC. 1233 Janesville Ave., Fort Atkinson, WI 53538. Periodical postage paid at Fort Atkinson, WI, and additional mailing offices. POSTMASTER: Send address changes to Locksmith Ledger, PO Box 3257, Northbrook, IL 60065-3257. SUBSCRIPTIONS: Publisher reserves the right to reject non-qualified subscriptions. Subscription prices: U.S. $58.80 per year; Canada/Mexico $69.60 + tax per year; All other countries $93.00 per year. All subscriptions are payable in U.S. funds. Send subscription inquiries to Locksmith Ledger, PO Box 3257, Northbrook, IL 60065-3257. Customer service can be reached toll-free at 877-382-9187 or at ll@omeda.com for magazine subscription assistance or questions.

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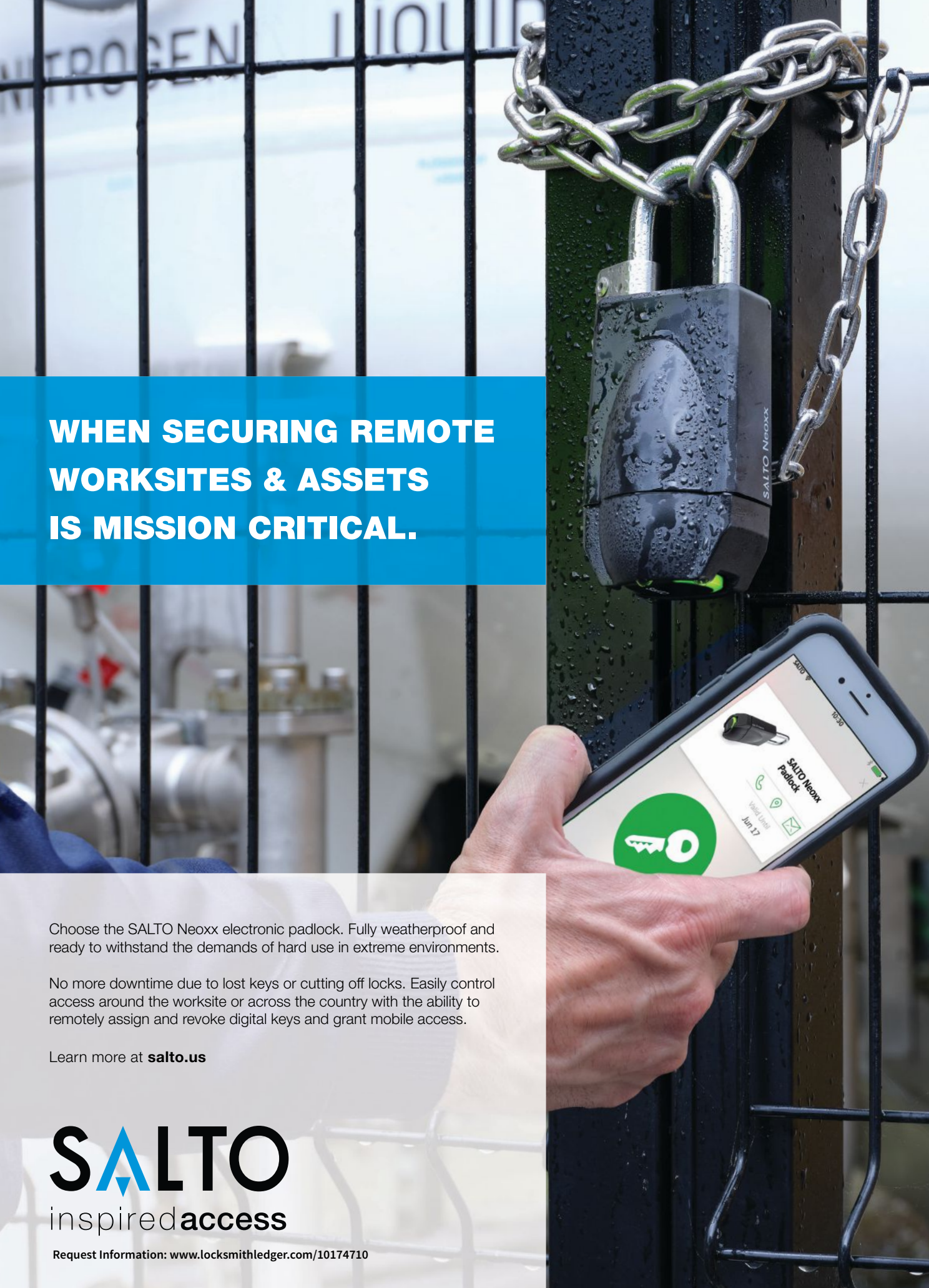

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by Paul Ragusa

» The cloud has become a mega trend within security

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Locksmiths Talk Top Access Control Trends

Cloud, mobile, DIY and wireless creating opportunities and challenges for locksmiths

For locksmiths who have traditionally just focused on the mechanical side of the business, these are exciting and challenging times as electronic access control is expanding both residential and commercial customers' expectations for what is possible.

"It's not if, it's when will you make a move to more electronic stuff and to mobile credentials," says Glenn Younger, owner, Grah Safe and Lock, based in San Diego, Calif. "Or are you just going to slowly see your business get smaller every year?"

» Glenn Younger, owner, Grah Safe and Lock

Younger says his business has gone from no electronic work when he first started out to it now making up approximately 40 percent of overall revenue, with mechanical still representing 60 percent. "When I consider the number of doors, we still do more mechanical doors than we do electronic, but the electronic doors are at a much higher cost."

He continued, "I have a couple of guys, and that's all they do is electronic stuff, so I think that it's going to [grow] in the future."

As alarm companies, low-voltage installers, and IT installation companies continue to move into the security door hardware field, "they bring with them a RMR mindset, which is changing the locksmith and professional door hardware installation industry," says Younger. "With all of the electronic business that we are doing now, I need to do a better job of bringing more recurring revenue into the mix."

John Nolan, owner of Reliant Security, based in Grand Junction, Colo., agrees that locksmiths are at a critical point in the electronic access movement.

"If the locksmith doesn't come out of just doing mechanical work and go into electronic access

within the next 10 years, their business is going to be really affected in a negative way because keys are important, but a lot of people are turning away from keys," says Nolan. "The mechanical locksmith is always going to be there, but ultimately when we talk about electronic access, it's anywhere from someone putting a real simple electronic deadbolt on their house to putting electronics on access to every single door inside of a building."

» John Nolan, owner, Reliant Security

While mechanical is an important part of his business, the electronic side is what is helping Nolan differentiate himself from other locksmiths in the area, creating a strong and growing annual revenue stream. "Last year, I did more than $450,000 [in electronic work alone] and I'm a one-man shop," says Nolan. "And I hired a technician here about six or seven months ago."

Nolan asserts that is important for locksmiths to look at themselves as security professionals first and not just a locksmith. "Most of my work is in commercial, so we do electronic access, we do door operators, Wi-Fi stuff, cameras, alarm systems – I think you have to push yourself to become a well-rounded security professional."

Mobile Credentials and the Cloud

Both Nolan and Younger are seeing the rise in demand for mobile credentials within many verticals, including residential, multifamily/multi-tenant, colleges and universities, and in certain commercial settings as well.

"Bluetooth Low Energy (BLE) and Near Field Communications (NFC) are making using mobile phones as a credential far easier, and less costly. Some manufacturers are making this a no-cost add-on, while others are trying to charge a license fee per each mobile credential," Younger explains. "Either way, this is something I have been saying was coming since the start of smart cards, and data on card systems. It has taken 15 years, but I believe that 2023-2024 will continue to see more widespread adoption of mobile devices as credentials."

One of the key indicators of how far mobile credentials have come is how ubiquitously they are being used on college and university campuses.

"At Arizona State University, for example, which has approximately 80,000 students on campus, they use the phone exclusively as a credential. And I know many other schools that are doing the same thing," Younger says, noting that students will lose their cards all the time but not their phones. "It's the most protected credential that you can get, especially when compared to a card, for example, which can also be compromised. It's got so many things going for it."

» Mobile access is growing in popularity across many verticals

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"Who wants to pull a key out of their pocket anymore and stick it into a lock to find out that it doesn't turn very well, or whatever?" adds Nolan, noting that the phone not only provides convenience but even automation in the home and at the office. "When I pull up to my house or our shop, my phone is set up so that it disarms the panel for me and then I can also set it up to control some other things. Now we're stepping into the realm of potential automation, so imagine as you pull into your business the lights come on, the door unlocks; that's where it's going."

The cloud, which has taken some time for widespread adoption within security, is now certainly a mega trend, as it allows for easy and secure management of electronic access control systems.

"It's not going to be happening locally – they're going to be accessing some stuff in the cloud, which means they can access it from their phone, from home, from wherever they can get access to the cloud," says Younger, who adds that many of the locks sold throughout the locksmith channel have a software component to them. "It's just that's a little shift that instead of going to my laptop, my desktop, or the customer's desktop to make changes now, I'm going to the cloud."

Younger realizes that the cloud is not the whole answer, but explains, "Cloud-based computing is one of the steps, and then the phone as a credential is one of the steps, and then the phone being able to upload and download from the cloud is another. It's an easier thing to upload and download to your phone than it is to upload and download to a card because if you want to do that with a card – like a data on card system – now you must have a card reader and encoder."

Going Wireless

Locksmiths will continue to see more and more wireless connectivity networks to door control hardware, says Younger, noting that the cost of running wiring to doors has been the "major cost driver" for access control systems for years. "Being able to wirelessly connect new doors to existing systems through some sort of wireless means has been a game changer in the last 5 years," he says. "It is a double-edged sword, though; this makes it easier for former alarm and IT network installers to avoid sub-contracting to locksmiths and professional door hardware installers. So, there are positives and potential negatives with this trend."

Younger adds that wireless buttons and readers to control door hardware is another growth area. "With the rise of Auto Door Operators (ADO's) and the need to have buttons inside and out, a wireless button or remote will become the standard," he explains. "Again, this is a double-edged sword. It also makes it easier for non-door hardware installation professionals to install things such as ADO's. More effective and dependable remote buttons are helping this trend along."

With wireless growing in popularity, batteries are starting to replace hard-wired options for power. "Battery powered locks and door control devices will continue to be more widely used," Younger points out. "The one fly-in-the-ointment is that using these types of locks on fire doors has generally not been addressed in codes. Mechanical doors and hardware sets are tested by UL and other agencies for fire rating. Most battery powered locks and trim have not been. This is widely known, but little talked about. Right now, battery-powered locks should not be on fire doors, but we see this all the time. My guess is that there will be more focus on this in upcoming NFPA and ICC code reviews."

While wireless is growing in popularity, Nolan does not see wires going away anytime soon, as wireless is not always an option.

"Most of the time I run into a wiring problem, so 100% of the time I start with the wiring," explains Nolan, who says electricity is probably the top hurdle for many locksmiths. "Honestly, though, I think that having a healthy fear of wires is very good. I would rather see a locksmith terrified to touch wires and not touch them than for him to cause $12,000 worth of damage."

» DIY'ers many times end up calling a security pro for help when things go awry

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Nolan recommends a combination of both classroom and field training for new locksmiths looking to improve their knowledge in this area. "Classroom training is good to get certain principles down, but field training is always the best. Honestly, I found when I went to school, they taught us about running wires, but until you run into a situation where you have to drill through a foot-and-a-half of thick concrete reinforced steel wall, then what do you do?"

DIY: Threat or Driver?

While do-it-yourself (DIY) has emerged as a category unto itself within security, the truth is many times these DIY'ers end up turning to a professional security professional, like a locksmith, for help.

"They just don't know how it works on the mechanical side of things, that's where the mechanical locksmith has the advantage because the average homeowner and the average millennial right now does not know how the lock works," Nolan explains. "When we talk about the electronic side of things, I think that some of it has to do with that fear of, 'well, it could be done cheaper and by the homeowner or the business owner.' I say let them do it."

He continues, "So on the products, when they put it in and it doesn't work because they watched all the videos, but they just didn't know this extra little thing that you have to do, or they hooked the wires up backwards, or did something wrong because they're not experienced and don't have the training. That's where your advantage comes in. Now you can come in and do repairs."

Nolan provides as much guidance as he can for customers who need troubleshooting but points out that he inevitably will get that follow up call a few weeks later asking for additional help.

"Honestly, the troubleshooting and repair stuff is often more lucrative because now we're just down to time. I'm not down to time, materials, and planning and all this other stuff. They already tried, so they had a design in mind and now just making their design work or redesigning it if necessary, and it may cost them a little bit more."

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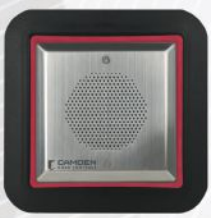

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by Lee Odess

Access Control Leaders Converge on Helsinki for European Locksmith Federation Conference

I was recently honored to speak at the European Locksmith Federation (ELF) in Helsinki, Finland, and asked to share my thoughts, observations, and insights here with the Locksmith Ledger community. I share information like this on the global access control and smart lock industry in the Access Control Executive Brief, which goes out twice a month to all members.

Background on ELF and the conference

ELF (https://eurolockfed.com) was established in 1984 as a federation of European associations (listed on the website). Dave O'Toole, founder and CMO of Touch2Access and all-around mensch, serves as the association's chairman (currently in year 18 of a 3-year term). Every year, the ELF conference moves to a different country. The conference combines presentations, a trade show floor, a board meeting, and several fun events in and around the host city.

In total, there were around 800 locksmiths in attendance, with 30 or so manufacturers showing. Before COVID-19 and in less expensive cities, they typically get about 2,000 locksmiths. Based on conversations, I suspect we will see pre-COVID numbers next year.

This year, there were 48 booths spread across two floors, and the first day featured peer locksmiths sharing best practices and stories. On the second day, the trade show continued, followed by a guest speaker from the local government. Then, four speakers discussed "the future of security," including executives from ASSA ABLOY, dormakaba, and iLOQ.

That night, there was a fantastic gala with awards, thank you's, local entertainment, and a ton of networking. Day three was about fun and networking, with a beautiful boat ride around the island. Although I missed the important futbol match (a European League Championship game held in Istanbul) due to jet lag, everyone seemed to have a fantastic night.

» **Neil Vann, executive VP and head of the EMEIA Division, ASSA ABLOY Opening Solutions, at ELF 2023 in Helsinki, Finland.**

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Overall Impression

My overall impression is a resounding "100% yes" – it is worth attending or showing at this event. The access to industry leaders and a very active group of integrators (note that I did not say locksmiths, as more integrators do locksmithing than there are locksmiths) from all over Europe is immeasurable. While some large shows are losing touch with the market and starting to look like terrible investments, if your show's value proposition is, "if we aren't there, then people may think we are out of business," it is time to reconsider your show strategy.

The ELF show is an absolute no-brainer and a gem of a conference. The intimate setting made it easy to get to know people, and nowadays, when everyone wants to network via Zoom, those who get out and share an experience with someone else will benefit greatly when decisions are made. I will go back on my own accord. Full disclosure: they paid for my flight and hotel, but I was not paid to speak or promote the association or any brands in attendance. My recommendation to invest in this show as a locksmith or manufacturer is based on the fact that it provides an excellent return on investment.

I won't delve into deep thoughts on Helsinki since this is not a travel blog. However, I highly recommend putting it on your shortlist of places to visit. It's remarkably peaceful, beautiful, safe, friendly and relaxing. The food is fantastic, especially the salmon soup, which I didn't know I loved until I tried it there. The coffee is also delicious, but the breakfast could be improved.

While the old architecture is nothing to write home about, the new buildings being constructed are modern and cool. I plan to return with my family and spend more time exploring the northern part of the country.

Back to the Show

Five total presentations were on Friday morning, and the trade show was open. The first presentation was from the next prime minister of Finland, who was there to welcome everyone and share his views on the industry. Why? Finland has a long history with locks, given ABLOY being from there (as in the ABLOY part of ASSA ABLOY), iLOQ being from there (they are very proud of what iLOQ has done and the potential of it as a global brand), and how respected locksmiths are in Finland. Side note: as an American, seeing a prime minister walk around without security was wild. It was both eye-opening and disheartening that this would be impossible where I live.

The second speaker at the conference was Neil Vann, executive VP and head of the EMEIA Division, ASSA ABLOY Opening Solutions. He gave a presentation that focused on the impact of technology on the locksmith industry. Vann shared his observations on broad industry trends, including the fast-changing technology landscape, the growing global population, and the shifting toward more multi-use buildings. He also mentioned the NEOM project in Saudi Arabia, which he said was focused on smart living and was 170 km long.

Vann pointed out the importance of embracing new technologies and business models to stay competitive, and encouraged locksmiths to become experts in security and manage the transition to digital. He also highlighted the growth of "green buildings" and the shift toward SaaS for key cutting and management.

During his presentation, Vann emphasized the importance of convenience and mentioned that big tech and start-ups need to be embraced to stay ahead of the curve. Vann believed that others would do it, regardless if the industry did not embrace new technologies and business models.

Vann also spoke about the growth of electronics in the EMEIA region and how it presented a significant opportunity for growth. He said that ASSA ABLOY did $2.3B in business in EMEIA and that 30% was electronics.

Another topic that Vann discussed was the trend of digitization in multi-family buildings in North Europe. He pointed out that developers wanted to add services and that iLOQ pioneered this trend. He said the locksmiths were trusted because they brought comfort and needed to embrace this change.

Vann's presentation highlighted the importance of embracing new technologies and business models and encouraged locksmiths to become experts in security and manage the transition to digital. With the fast-changing technology landscape, locksmiths must stay ahead of the curve and embrace new technologies to remain competitive and relevant.

Vann's presentation ended with the tagline, "Together we will digitize with confidence," which he believed plays well in the industry.

Steve Bewick, the CCO and former president of Europe and Africa at dormakaba, next gave a presentation on the importance of sustainability and embracing new technologies in the locksmith industry. Bewick emphasized the importance of adapting to the industry's changing landscape and staying ahead of the curve.

One of the highlights of Bewick's presentation was his story about dormakaba's sliding doors, which understand intent and motion, so they don't open unless they are supposed to. This reduces HVAC leakage and impacts overall energy savings. The story demonstrated the company's commitment to environmental responsibility and the use of technology to achieve sustainability goals.

Bewick also talked about the importance of convenience and mentioned that big tech and start-ups need to be embraced to stay ahead of the curve. He touched on the EntriWorx Ecosystem, a software application helping with the overall spec and management process. The EntriWorx Ecosystem reimagines planning, installation, and operation and is a super smart solution for the industry.

Additionally, Bewick talked about the dKey service and product offering, which he believes is one of the more impressive things he has seen yet of the future for lock companies. dKey is dormakaba's smart hybrid lock that can be opened with a physical key or with digital keys. All technology for mobile access is based on BLE (Bluetooth Low Energy) and is

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built into the lock case. This product's formation allows middleware companies to solve the market fragmentation problem. This could be a game-changer for the industry, allowing for greater interoperability and third-party ecosystems.

Overall, Bewick's presentation highlighted the importance of embracing new technologies and business models to keep up with the rapid pace of technological change in the industry.

What do these presentations mean to the industry?

We have evolved as an industry. Everyone is on the integration train. APIs and SDKs are seen as a must-have by the legacy industry, and this is a perfect thing. I am not convinced that it has worked its way down in organizations yet, but this needs to happen for integrations, interoperability, and third-party ecosystems to become a serious part of the business. Since these convos are happening at this level, it tells me it's at the Board, leadership, Sr. Management, and Product Management levels. It's still not a large enough part of the revenue story, but over time, it will, and we will see a fundamental shift in how our business is done locally in markets. It's not an "if," it's a "when," and it is sooner than we think.

Last up before my presentation was Heikki Hiltunen, president and CEO at iLOQ, a company that takes the industry and market by storm because of macro trends I often write about, specifically digital transformation. Although Heikki's presentation was less broad and more specific to their company, it was an excellent example of how companies can grow and disrupt the industry.

iLOQ is a company funded by a PE firm and has a board chairman who is a well-known ex-executive of ASSA and the current chairman of acre. iLOQ did $132.9 million in turnover and has 300 employees, with 60-80 R&D employees. Mobile credentials are the fastest-growing part of their business.

» Lee Odess speaks at ELF 2023 in Helsinki, Finland.

Heikki shared that iLOQ is "born to disrupt" and uses battery-free, wire-free, and NFC energy harvesting enablement. They are focused on the retrofit market, mainly multifamily/residential (non-single family) and critical infrastructure. The company wants to replace mechanical keys.

It was clear from the presentation that their incentives are just different from public companies in the space. They are in growth mode and methodical and aggressive about it. They put all their resources toward sales, marketing, and R&D, and then others build it to their spec, allowing them to use capital to grow and disrupt. They are looking to focus more on multifamily/residential.

Heikki's presentation demonstrated how companies can use trends to grow and disrupt the locksmith industry. Their focus on innovation and disruption has allowed them to become a leader in the industry.

In Conclusion

Overall, the ELF conference was a resounding success. It showcased the importance of embracing new technologies and business models in the locksmith industry. It highlighted the importance of sadopting new technologies to remain competitive and relevant in the industry. The conference demonstrated that it's not an "if" but a "when" for the industry to see a fundamental shift in how the business is done locally in markets.

While many other companies were showcasing their products and services at the trade show, I had many excellent conversations with locksmiths worldwide. These experiences went well beyond work. I want to highlight the level of exposure and opportunity that ELF gave me and many others who made the trip; it is rare to have the opportunity to hear from leaders in the industry like this. ELF provided an intimate setting for these discussions, and I am grateful for it. I wanted to highlight these three presentations to showcase this experience and encourage you to attend ELF in 2024. You'll thank yourself for it.

And if you do decide to attend, feel free to reach out. I'll be there searching for more salmon soup, and we can find some together.

Lee Odess is a globally renowned access control influencer, thought leader, consultant, speaker, and author who has spent his career reimagining the role of access technology in modern connected living experiences. To hear his objective take on updates in the world of security, CEOs, executive teams and anyone can sign up for Lee's executive brief at www.leeodess.com. Lee also organized the Access Control Summit, ACS2023, taking place in Washington D.C., Sept. 27-28.

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by Wayne Winton

Rekeying the ABUS 83-50 Series Padlock

After the padlock is rekeyed, the customer can operate the padlock with their house key.

Today we are going to be rekeying the ABUS 83-50 Series padlock **(Photo 1)**. On the packaging, you'll see the OB number of 300 **(Photo 2)**. This indicates that it will have a Schlage SC keyway, so that we can rekey it to match other locks that have a similar Schlage keyway, such as a deadbolt or lever lock.

We are going to follow the instructions, taken right from ABUS' homepage (see sidebar). We will rekey the padlock to the key shown in **Photo 3**.

» **Photo 1. ABUS 83-50**

» **Photo 2. OB #300 on packaging**

The first step is inserting the key and actually opening the padlock. Now if you have a brand new padlock, use the keys that come with it. You should have a zero-bitted key from the factory.

Photo 4 shows a Phillips head screw down in the bottom in the open side of the shackle. It will release the screw with the shackle open and the cylinder will begin to drop out, or come out of the bottom. It's a good idea to have this hovering over your pinning mat or something soft so it doesn't get scratched or damaged.

Photo 5 shows what the cylinder looks like when it comes out. You'll notice that we have the cylinder in one hand and the lock housing in the other.

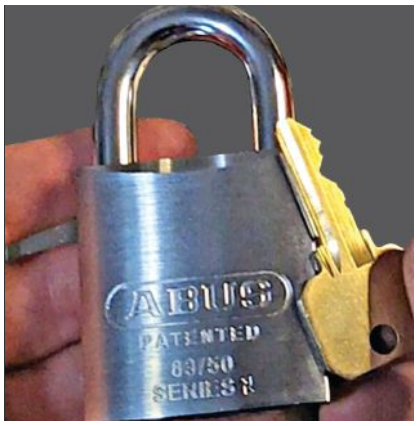
To rekey this lock, we have to push in the little detent **(Photo 6)**. You can either use your finder or a small screwdriver. It will rotate under the rest of the housing assembly, keeping it hidden and tucked out of the way, as seen in **Photo 7**. This will allow us to see the pins coming out of the rekeying window.

Now we are going to decode our key. This key is going to decode to 1-1-7. If you do not have any of these LAB decoders **(shown in Photo 8)**, I highly recommend them. They make rekeying keyways very, very convenient.

The second group of cuts are going to be a 3 and a 3. The total combination for this lock is 1-1-7-3-3.

In **Photo 9**, we are beginning to insert the pins into ABUS' patented rekey window. In **photo 10**, you can see the pins, all in alignment. Because of the way that I am holding the lock, they do all look like they are slightly too high. However, I

To watch the installation, along with a bonus section showing more details about padlock operation, scan the QR code or go to https://www.youtube.com/watch?v=KhFJrQP0sWA.



» Photo 3. Rekey to match this Schlage key

» Photo 4. Screwdriver inserted

» Photo 5. Cylinder removed

» Photo 6. Push in detent

» Photo 7. Detent hidden and tucked away

» Photo 8. Decoding the key

can assure you that when you put pressure on the key and lift it up, they all drop down into their proper positions and at their proper heights, as seen in **Photo 11**.

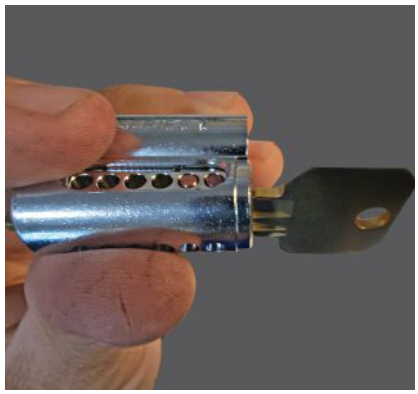
You'll notice that my lock has a different design for the sixth chamber. ABUS does not even list this on their website yet. However, there's a sixth chamber that you can add to add an additional pin with a separate packing. We'll talk about that later.

Photo 12 shows the Z-bar. It has a little black dot on one side. If you assemble the lock so that the Z-bar goes onto the cylinder, the black dot will go up. If you put it into the chamber like I'm doing in **Photo 13**, the black dot will go down. You can see the Z-bar inserted and in place in **Photo 14**.

According to ABUS, the Z-bar is a patented feature of the 83 Series. It is a small metal piece that enables a quick

ABUS Step-By-Step Instructions

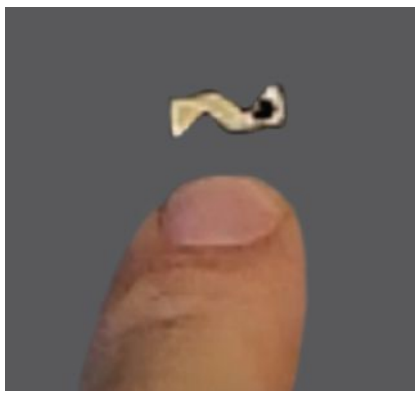
1. Unlock padlock.
2. Remove the #2 Phillips head screw in the shackle hole.
3. Remove cylinder from the padlock. Use the key to remove the cylinder after the screw is removed. It is important that the shackle is left in the open position at all times until the reassembly is finished.
4. For non-retaining, remove the Z-bar. For key retaining, insert Z-bar on the end of the cylinder with the black dot facing up.
5. Reassemble padlock by replacing the cylinder. It is necessary to turn the cylinder to the open position when using the Z-bar. The cylinder should be flush with the base of the padlock body.
6. Re-install Phillips #2 head screw and tighten.



» Photo 9. Insert pins

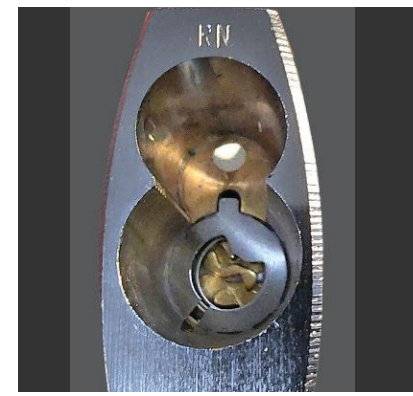
» Photo 10. Pins all in alignment

» Photo 11. Pins drop into position

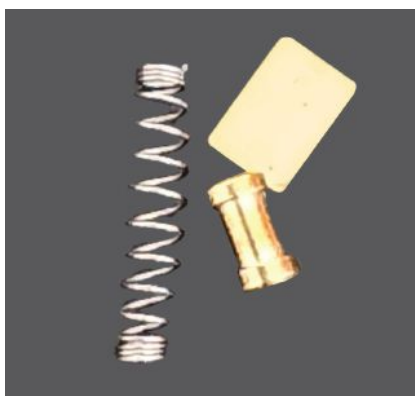


» Photo 12. Z-Bar

» Photo 13. Putting Z-bar into housing



» Photo 14. Z-bar inserted



» Photo 15. Sixth-pin conversion kit

» Photo 16. Slide brass piece over housing

» Photo 17. Lock is reassembled

and easy change between key retaining and non-key retaining, all available in one single standard padlock.

With the key retaining function, the key remains in the lock and cannot be removed until the cylinder is locked. Once it's locked, you can remove the key. Non-key retaining means that you can remove the key without it being locked, allowing it to be dummy locked. You have both options.

Photo 15 shows the sixth-pin conversion kit mentioned earlier. You would simply slide this little piece of brass over the housing in the cylinder and insert the spring and top pin to add that sixth pin for your assembly if that's what you need. **(Photo 16)**

In **Photo 17**, the lock is completely reassembled and put back together, following ABUS' instructions. Now, the key lines up directly straight and can be removed when in the key retaining format. The lock is completely rekeyed to this key, 1-1-7-3-3, for a customer, ready to go.

Wayne Winton is the owner of Tri-County Locksmith Services, located in Glenwood Springs, Colorado. For more information, check out www.locksmithledger.com/locks/article/53026643/lockreference.com

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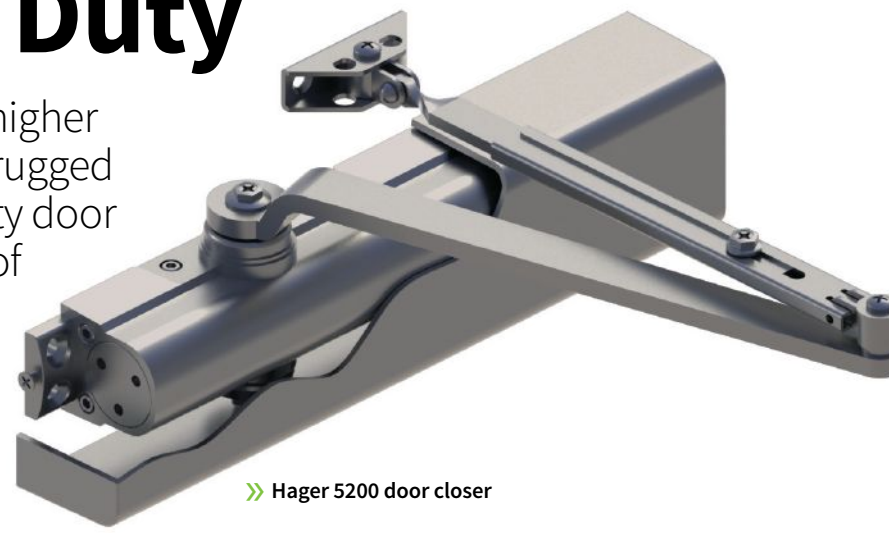
by Tim O'Leary

Door Closers Do Heavy Duty

For buildings that require higher levels of access control or rugged environments, a heavy-duty door closer adds another layer of protection.



» Hager 5200 door closer

The importance of a properly working door closer cannot be over-emphasized, because door closers enable proper and safe operation of doors. For heavy doors and heavily-used openings, the door closer must be strong enough to do the job.

If a door closer fails, it can be more than a nuisance. It could be a safety issue, waste energy or impact access. It can cause headaches for maintenance, create a less secure environment or shut with too much force, injuring someone in the opening.

Whether part of a security/access control system or simply a barrier, door closers are required to ensure that the door is under control and performing its intended purposes:

- Secure property and facility maintenance infrastructure against theft or other damage.
- Protect children and physically impaired from elopement, abduction and injury.
- Protect buildings, occupants and emergency responders against uncontrolled doors in an emergency.
- Help to assure the security and access controlled doors are always returned to their required position (which is typically closed).

Code Compliance

ANSI/BHMA A156.4-2019 standard establishes requirements for door closers, broken down by type: surface-mounted, concealed in the door, overhead concealed and concealed in the floor. Criteria include cycle time, operation, closing force and durability.

The Builders Hardware Manufacturers Association (BHMA) has created the Hardware Highlights series to provide additional useful, accessible information about builders hardware for anyone with an interest in these devices that hang, control, secure, and trim the doors. BHMA is the trade association which represents almost all of the North American manufacturers of builders hardware. One of its main activities since 1983 has been the development and maintenance of ANSI-approved standards for 35 separate product categories

Purchasers of door control-closers certified to A156.4 (http://buildershardware.com/cpd) can be assured products will perform to their expectations.

Below is an explanation and some examples of the evaluations conducted for certification. Performance tests evaluate closing speeds, opening angle and other factors.

Durability: Building products are expected to last a long time. Grade 1 door closers must pass a rigorous test through two million cycles of opening and closing on a test door of a specified weight.

Appearance: An additional duty of builders hardware is to be aesthetically attractive, and stay that way. Resistance to corrosion is evaluated through a salt spray test to ASTM B117, providing confidence in the ongoing appearance of the architectural metals and coatings.

Pivots: The standard also includes performance requirement for pivots, which are often used in conjunction with door closers. Tests are described for

cycles (matching the door closer requirement of 2 million), maximum friction, vertical mismatch, and clearances.

Building Code compliance: Builders hardware provides several attributes that are essential to building safety and performance, including egress and fire protection. BHMA components are designed to comply with all applicable requirements. For example, hinges which are acceptable for fire doors are described in NFPA 80.

Sustainability: Door closers contribute to building sustainability through their verified durability, as well as material characteristics such as recycled content and recyclability. The reliable closing and sealing of openings can also contribute to energy conservation.

BHMA has developed Product Category Rules, which will further define sustainability requirements and guide life cycle assessments and environmental performance declarations.

Norton Rixson 2800ST Series

Unlike the gear-driven piston type closer, the Norton Rixton 2800ST Series Grade door closer features a cam-operated design for improved closing efficiency. Norton 2800ST Series Cam Action Door Closers are designed to operate on maximum door weight of 250 pounds. For interior door applications, the maximum door width is 54 inches.

The cam action design is ideal, as it provides much greater efficiency than a rack and pinion door closer for slide track applications. The cam action provides much lower opening resistance while delivering optimum closing force and control. The door closer's wide range of adjustable closing power permits use in the most demanding situations. The efficiency and flat power curve comply with ADA opening force requirements of the Americans with Disabilities Act (ADA).

opened. The second piston has a light spring that keeps the piston's roller against the cam even in the open position. Fluid flow controls the speed of movement.

The cam rotates slightly less than one half of a revolution, giving a maximum door opening for standard applications of not much more than 110 degrees. This results in about one-half inch movement of the main piston. This is approximately one-third the distance traveled by a standard rack-and-pinion door closer piston. To accommodate this closing cycle, the closer operates using more accurate fluid control.

The spindle has an internal spline to time the arm instead of an external square or hex. A splined spindle offers more positional options for preloading the closer and allows for lower setting when the door needs to meet low opening force requirements such as American's with Disabilities Act (ADA). The purpose of

» Norton Rixson 2800ST Series Cam Action Closer, Pull Side

» Norton Rixson 2800ST Series Cam Action Closer, Push Side

It can be challenging to balance opening force with code compliance. Look for door closers with adjustable opening power, sweep speed, backcheck cushioning and positioning as well as 1-6 spring sizes. Door closers and their housing should be constructed of durable materials such as cast iron, aluminum, brass, or stainless steel.

The following heavy-duty door closers are suitable for high-traffic openings and doors subject to harsh conditions.

These door closers come standard with adjustable sweep speed and latch speed, closing control and adjustable backcheck cushioning in the opening cycle. The unobtrusive design is a good choice for architects and designers.

The Norton Cam Action Closers uses an egg-shaped cam lobe that takes the place of the geared spindle. There are two spring-loaded pistons, one on each side of the cam. The stronger, main spring is compressed by a piston as the door is

pre-loading a closer's arm is to provide sufficient spring pressure at the end of the closing cycle for the door to close and latch, or to keep the door closed when there is no latch mechanism.

The Norton 2800ST Series Grade 1 Door Closers are designed to operate by using a slide track mechanism. Unlike a standard arm assembly having a main arm and secondary arm, the slide track mechanism requires only the main arm. The slide track replaces the secondary arm.

The Norton cam closer uses two different styles of slide tracks. One is designed for the pull side of the door. The mounting holes in this track are on the sides so it can be mounted on the face of the frame. The other slide track is designed for the push side of the door. The mounting holes are in the groove of the track so it can be mounted to the bottom of the jamb. For either application, the closer is always mounted to the door and the slide track is always mounted to the jamb.

For Pull Side Applications, the track is mounted onto the face of the jamb with the screw holes located at 1-5/8 inches above the bottom of the jamb. A minimum ceiling clearance of two inches is required above the top of the door.

Features include:

- Suitable for exterior and interior doors
- Recommended maximum interior door width 54" (137cm)
- Recommended maximum door weight 250 lbs.
- Standard opening range:
  Push Side = 140°,
  Pull Side = 110°

Note: Door openings greater than 140° for push side and 110° for pull side can be achieved when an auxiliary door stop (by others) is used. Consult factory for details and templates.

More info: www.nortonrixson.com

Norton Rixson 7570

The 7570 Series high-security door closer is designed to withstand maximum abuse, deter tampering, and help protect doors, walls and hardware. Available with a large number of arm and track assemblies, the 7570 Series is capable of providing reliable performance for a wide variety of openings.

It can handle doors weighing up to 250 pounds and is ANSI Grade 1 certified and Americans with Disabilities Act (ADA) compliant.

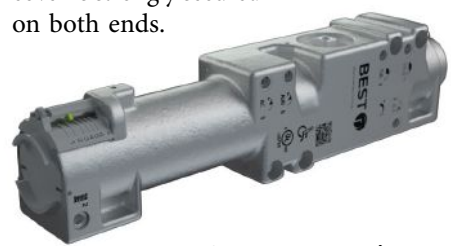
Intended for government, Industrial and Institutional markets, the 7500 Series product features include:

- Cast aluminum body
- Adjustable, heavy-duty spring sizes 1-6
- Larger 1-1/2" (38mm) diameter piston
- Security arms - joints feature permanent, orbital riveted elbow and arm show/soffit plate joints which prevent disassembly
- Torx® drive machine screws with security pin standard
- Non-handed
- Interior or exterior doors
- Adjustable backcheck cushioning and positioning
- Heavy-duty arms available
- Slide track - push or pull side mounting
- NorGlide fluid
- Closer footprint: 2-3/8" x 6-3/4"

BEST EHD9000

The BEST EHD9000 is a premium, heavy-duty surface door closer. Its rugged, single piece cast iron construction stands up to heavy traffic and changing weather. It features a front-facing spring-size indicator and adjustment points to ensure that the appropriate settings are installed for the application.

Once installed, all adjustments can be made on the front. Self-regulating valves inside the EHD9000 door body control oil movement when temperatures fluctuate, or valves don't self-loosen in heavy use applications. A dual-clamp design ensures the cover is strongly secured on both ends.



» BEST EHD9000, cast iron construction

The BEST EHD9000 won the 2023 SIA New Products and Solutions Award for Lock and Key Solutions.

The EHD9000's single-piece cast iron design is quality you can feel. Expertly cast in Germany, it's sturdy with no seams — unlike competitors who use a threaded, two-piece construction with a steel tube — and designed to work from day one to decades down the road.

It's rugged and reliable single-piece cast iron construction is a durable design meant to last and perform consistently over the years.

Many door closers require adjustments before installation. If you forget, then finish the install without adjusting, you may have to remove the whole closer and do it over again. The EHD9000 makes it easier for you to install without worry and maintain long after installation. Front-facing spring-size indicator and adjustment points are easy to read and reach. You'll never have to remove the closer or door to adjust.

» BEST EHD9000 installed

Self-regulating valves and their proprietary ester oil allow the EHD9000 to automatically adjust to changes in temperature to maintain ideal closing speed, backcheck and delayed action settings.

Even the EHD9000 cover was built to last. To reduce the chance of the cover falling off, the EHD9000 has dual-clamp attachment points for a strong, secure fit on both ends of the closer.

High traffic and changing temperatures can take a toll on closer functionality. BEST designed the EHD9000 to automatically adjust so you get consistent operation, open after close after open after close.

Now, whether the door connects two rooms or separates the interior from the outdoors, the EHD9000 fixes this

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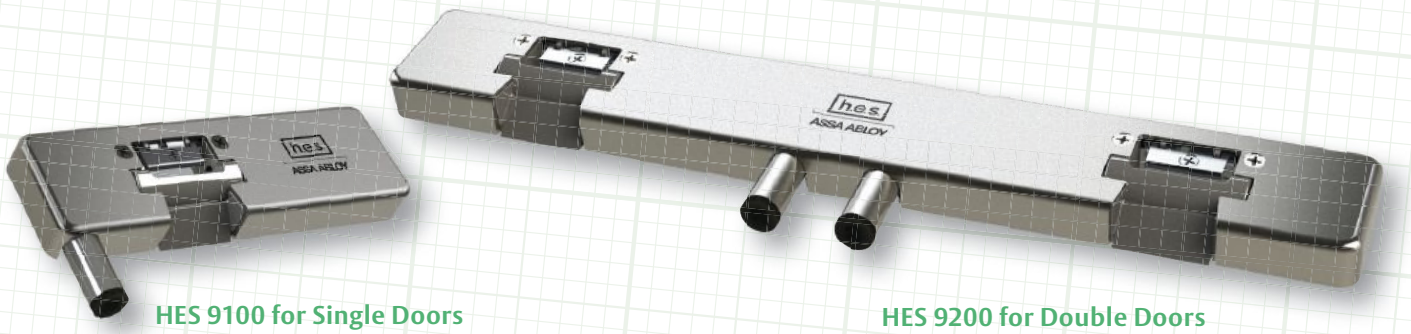

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The EHD9000 is non-handed with backcheck and advanced variable backcheck as standard functions. This means an increase in flexibility so you always have the right closer on hand. With one of the largest arm ranges in the market, the EHD9000 offers a solution for virtually any application.

More info: www.bestaccess.com

LCN 4050A

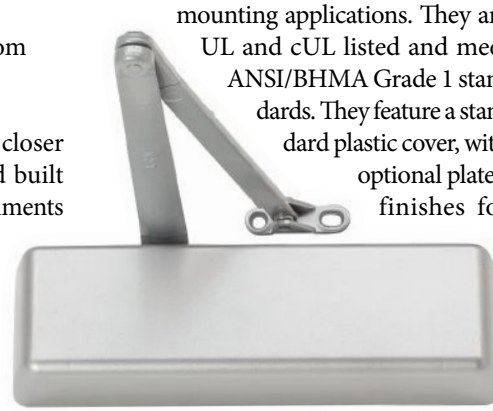
The 4050A Series cast aluminum closer is engineered for durability, and built tough to excel in the harsh environments of high-frequency and highly abusive traffic areas. Featuring the most common commercial footprint, it is ideal for commercial building applications that demand a combination of quality, reliability and value.

This cast aluminum door closer offers premium features like powder coating, a full-complement bearing, all-weather fluid and a 25-year warranty. With a standard full plastic cover and optional full metal cover, 6 standard colors and unlimited custom colors, the 4050A Series is the right choice for a wide range of heavy-duty applications

The LCN 4000 Series also includes:

The 4000T Series wall pocket heavy-duty closer, designed for use with an SEM 7850 wall magnet, to control the fire and smoke barrier doors with a maximum swing of 90 degrees. The closer is UL and cUL listed with a standard arm for self-closing doors.

The 4010/4020/4110 Series, designed to meet demands for high-traffic installations, and designed specifically for unique mounting applications. They are UL and cUL listed and meet ANSI/BHMA Grade 1 standards. They feature a standard plastic cover, with optional plated finishes for the cover, arm and fasteners. They also feature the LCN Green Dial spring power indicator, which takes the guesswork out of adjustment.



» LCN 4010 heavy-duty closer

More info: www.allegion.us

» LCN Model 4050

Arrow DCN 500

The Arrow DCN500 Series Heavy Duty Surface Applied Door Closers are ideal for Institutions or other high traffic applications. The DCN500 is designed for end users looking for value and versatility in a rugged design making this Series suitable for a wide variety of applications.

- Heavy duty cast iron body.
- Hardened steel rack and pinion.
- High tensile steel springs.
- Staked valves
- Two non-critical adjusting valves sweep and latch control closing speed.
- Backcheck intensity valve.
- All temperature fluid.
- Full plastic cover standard.
- Non-handed for regular, top jamb and parallel arm mount applications.
- Supplied with fully threaded self reaming/tapping screws, machine nuts and thru bolts for 1-3/4" thick doors.

More info: www.arrowlock.com

» Arrow DCN500 Series Mechanical Surface Closer

» Arrow DCN500 Series Mechanical Surface Closer

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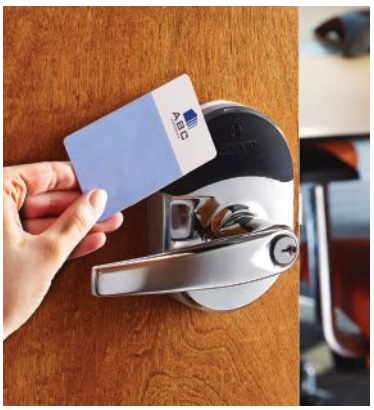

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Hager 5100, 5200, 5300 Series

The Hager 5100 Series Grade 1 heavy duty surface door closer is ideal for schools, hospitals, and high-use environments.

The 5100 is constructed from cast iron, treated with rust inhibiting primer – standard while the 5200 and 5300 are aluminum alloy construction. (See photo on page 24.) A wide variety of optional arms are available.

More info: https://products.hagerco.com/productCategory/189862

Sargent 1431 Series

The 1431 Series Powerglide® Door Closer features heavy-duty construction for superior strength and wear resistance. It is ideally suited for high traffic environments like schools, healthcare facilities, office buildings, and commercial buildings. With a full complement of arm types and front-facing valves, this door closer can be easily installed and maintained — for interior and exterior applications.

Features:

- Exceeds 15 million cycles
- User-friendly versatile mounting applications permit standard, top jamb, parallel and track installations
- Self-sticking templates supplied for most applications
- Adjustable spring power allows 1431 closers a size range of 1 through 6
- One door closer body for all applications
- High impact non-corrosive plastic covers with two machine screws standard, metal covers and lead lined are optional
- All weather fluid allows closer to operate effectively in extreme temperatures without readjustment
- 1-1/2" diameter piston for superior door control
- Standard pressure relief valves for both opening and closing cycles protect the door and frame from damage caused by abuse
- All valves are captured to prevent accidental removal
- Heavy duty one piece high silicon content aluminum alloy body provides corrosion resistance, superior strength and wear resistance
- Heat treated full rack and pinion for high strength and wear resistance
- Stringent testing supports a long-life of reliability
- Heavy duty forged steel arms are finely finished and interchangeable between SARGENT 281 and 1431, and 351 Series
- All valves are captured to prevent accidental removal
- Adjustable backcheck protects the door and hardware from damage during the opening cycle
- Standard pressure relief valves for both opening and closing cycles protect the door and frame from damage caused by abuse

More info: www.sargentlock.com

» Sargent 1431 door closer installed

Corbin Russwin DC8000 Series

The reliable and easy-to-install DC8000 Series door closer is the perfect choice for high-use openings, meeting ADA and Fire Code requirements.

It is constructed with robust materials and internal components and protects the door and frame from damage and reduces maintenance costs. A variety of arm configurations meet a broad range of applications.

- ANSI/BHMA A156.4, Grade 1
- Multi-size spring power; adjustable 1-6
- Non-handed
- Cast iron case with seamless cold headed steel spring tube
- Standard heavy-duty, forged steel arm
- 1-1/2" diameter piston
- Quick-Install™ mounting bracket
- Allows door to swing 180° for regular, top jamb and parallel arm mounting (conditions permitting)
- Standard mounting regular or top jamb. Parallel arm or try-style packaging specify DC8210
- Self-drilling screws standard
- Latching speed, closing speed and backcheck valves standard
- Painted or plated finishes
- Metal cover optional

More info: www.corbinrusswin.com

» Corbin Russwin 8000 Series

Tim O'Leary is an experienced security consultant and a regular contributor to Locksmith Ledger.

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Cover Your A$$ets

Here's what you need to know BEFORE you become a locksmith

Before Locksmith Ledger kicks off its Back to Basics educational series, we wanted to share some business information, presented at Wayne Winton's Locksmith Live session on July 18. He stressed that there are some things you need to know that don't involve repining a cylinder or unlocking a door.

Before heading out on a service call, you need some information on the person requesting the service. Who is the customer? It's not 'can we rekey the lock?' but should we? It's important to verify and vet customers before opening their house or their car. "It's more important to me that we are working for the correct people than the actual details of the job itself," Winton said.

When a customer calls, the first step is to start asking questions. What is the problem? What needs to be fixed/replaced? What hardware is on the door?

The next steps are for both the customer's protection and the locksmith's protection. Winton tries to move the conversation over to text message. "By doing that, now we're going to have a paper trail, a phone number and a time and date stamp."

In fact, he recommends going one step further. Verify the name and address with a photo ID. Anyone could say they are Bob and they've lived at the address for 20 years. Make sure that is the case before starting work.

Take a picture of the photo ID and add it to the invoice and make sure the address on the license is the same as the home. Sometimes the address doesn't match – someone may be in an Airbnb, staying with family, just moved or own multiple homes. How about a piece of mail?

Even when everything checks out, you can still have a problem. Here's an example. A young woman called about a lost key. Her name and address on the license matched the home, and she had a piece of mail addressed to her as well. No red flags, so new key cut.

A month later, an angry man called the locksmith, threatening to sue. The parents were out of town and had recently kicked their adult daughter out of the home. Both the driver's license and the mail showed her living in that home. The woman had thrown a party, caused thousands of dollars of damage to the home, taken a car for a joyride, etc.

Thankfully, Winton had full documentation that he was able to voluntarily turn over to local police after talking to his attorney (always the first step in such disputes). "I like to protect myself and make sure we are doing the correct things for the correct people," he said.

PHOTO: 145421585 © PANUWAT DANGSUNGNOEN | DREAMSTIME.COM

"Before you do any work, please, please do your due diligence and make sure that you are doing the correct work for the correct person." You can be highly skilled, but if you're doing work for the wrong person, or you're helping someone commit a crime, that violates the locksmith code of ethics.

Sometimes there can be a legitimate need for a customer to gain entry into a home they do not own, such as a house sitter or pet sitter when the owner is out of town. In this kind of case, the best practice is to verify their name and address with photo ID AND get the contact info for the homeowner and verify with the owner that it's okay to

grant access to this person. Sometimes it is a judgement call. A pet sitter may have written instructions from the homeowner, or the owner may not be reachable.

"At the end of the day, you're the one that has to live with it and have it rest on your shoulders. Do what it takes for you to sleep good at night, knowing that if there is a problem, you've covered your assets enough to not be held legally liable for performing locksmith or security services to the wrong person," Winton advised.

Another tip when someone is locked out: ask them what's inside and where they put their keys. If the description matches, that's further verification.

If you start to get sketchy feelings after the fact, there's no shame in saying, 'I don't feel good about the situation. I'm going to call law enforcement and have an officer come down here and check out the situation and make sure you belong here.' Even if you've already opened the door, it's better to say something than not do anything at all, Winton added.

The same due diligence – or even more – is needed for safe openings.

Here's one example. A couple called and asked for a safe to be opened. Winton asked them to send contact information and the address. They said 'oh no, the safe is in our car.' Red flag: who keeps their safe in their car?

They said the safe contained $100,000 cash and their passports and ID. Red Flag 2. "Wow, you're driving around with a safe and $100,000 in cash and you're telling me that you want me to open it for you and this all seems above board and legit?" Winton asked them.

After some thought, he called them back and offered to meet at the local police station and have an officer present to verify their information and video the safe opening. They agreed, which made some of those red flags go away.

Winton opened the safe and sure enough, everything was inside, just as the customers had claimed. Everything was 100 percent legitimate. The couple worked service jobs and had saved cash for 10 years and were ready to go to the mortgage company and make their down payment on their home. The safe lock failed at the worst possible time.

A final safeguard: customers should sign a disclaimer saying that they have the authority for the work and that the work was completed correctly with no damage.

These are the building blocks of becoming a good locksmith. Having a code of ethics, a code of conduct, a set of standards, having your license, having your business license, paying any taxes and understanding the laws in your area is going to be far more beneficial to you than any physical security training.

Check out Wayne Winton's full video libraries at wayneslockshop.com or lockreference.com *or visit the Facebook Group Locksmith Nation (https://www.facebook.com/groups/LocksmithNation) to sign up for future Locksmith Live sessions, Monday nights at 4 p.m. Mountain.*

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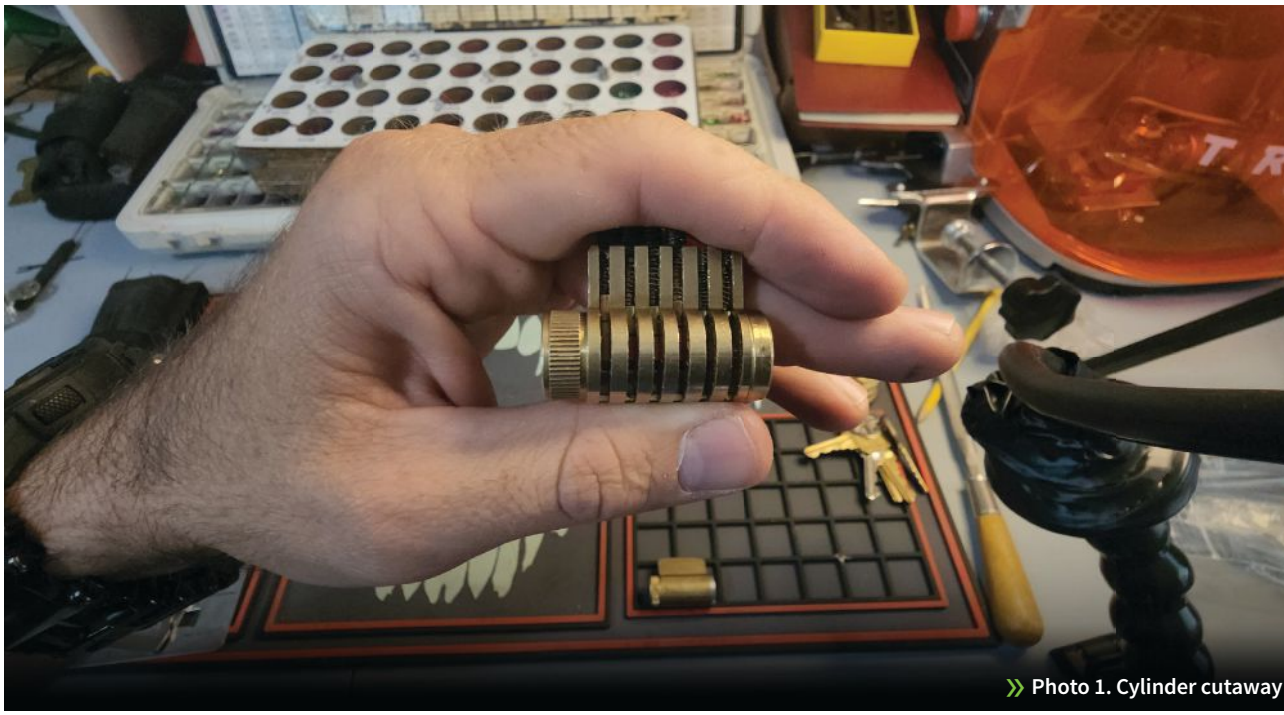
by Wayne Winton



» Photo 1. Cylinder cutaway

Back to Basics: Rekeying A Pin Tumbler Lock

New training series aims to provide training for new locksmiths

Welcome to the new Locksmith Ledger Back to the Basics series. Today we're going back to the very beginning. We will rekey a pin tumbler lock cylinder.

First we will identify the parts: the plug, the housing, bottom pins or key pins, top pins or driver pins, springs, spring cover, C-clip, retaining cap and tailpiece.

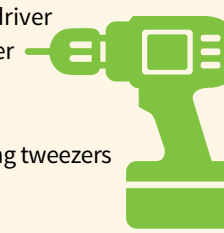
Photo 1 shows a cutaway cylinder. If you are doing any kind of rekeying, I highly recommend you invest in a cutaway cylinder. You can literally work right along with us as we go through the video and the cutaway gives you an extremely good visual aid.

To watch the full video with additional tips and hands-on demonstrations, scan the QR code or go to https://www.youtube.com/watch?v=nkBTHxqgtCs&t=1s.

The first thing we need to do is identify the type of keyway and lock cylinder. This **(Photo 2)** is a Schlage or SC1 or SC4 key blank. The difference between the two is that SC1 is a five-pin key and SC-4 is a six-pin key. Make sure that you have a working key and test the key.

Toolbox

- Phillips head screwdriver
- Flat head screwdriver
- Pinning kit
- Cap removal tool
- Several sets of pinning tweezers
- Key gauge
- Master pin follower
- Pivot file



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In **Photo 3**, I am showing a capscrew removal tool and in **Photo 4**, we have pinning tweezers. Pinning tweezers have a little notch at the end of the tweezers to allow the pin to be grabbed with the tweezers, so the pin does not rotate or fall out when you're trying to insert it into a lock. It actually grabs the pin and holds it firmly in place.

Tip: If you need to make your own pinning tweezers, use a Dremel-style tool with a tile-cutting carbide bit that is pretty much the same diameter as the pins. I turn on my high speed tool and pinch the tweezers directly into it. This will grind out that little groove about the same size or diameter as the pin.

Another tool you'll need is a Phillips head screwdriver, along with a flathead screwdriver and a good pivot file. A good pivot file is usually imported from Italy or Switzerland.

Photo 5 shows the Pro-Lok KD01 key gauge. I recommend having at least one key gauge, if not more. You're going to need a key gauge at some point in time.

Note the series of numbers written on the key. These numbers will correlate with the cuts of the key in most cases. This isn't always true, so this is where a key gauge comes into play. The key gauge will verify that those cuts are correct.

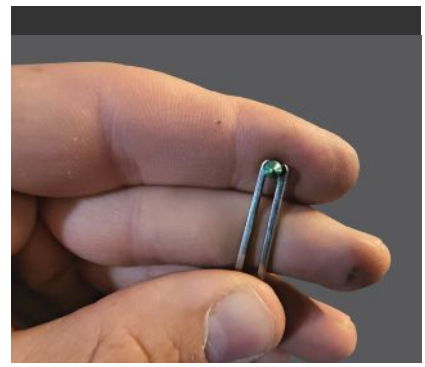
To begin rekeying this lock, the first thing that we need to do is identify the retaining pin **(Photo 6)**. Then we push the retaining pin in to remove the cap or capscrew that I have in my hand **(Photo 7)** and the tailpiece.

This tailpiece has two different notches to go in two different positions. The retaining pin is now touching my index finger **(Photo 8)** and is spring-loaded. Be very careful at this point to make sure that this retaining pin (also referred to as a detent) does not go flying off into the abyss. Making sure that we have everything over the pinning mat is essential.

Photo 9 shows the retaining cap pin spring that drives that pin into the retaining cap, not to be confused with a key pin spring. The key pin spring is much larger and much thicker than a retaining cap spring.

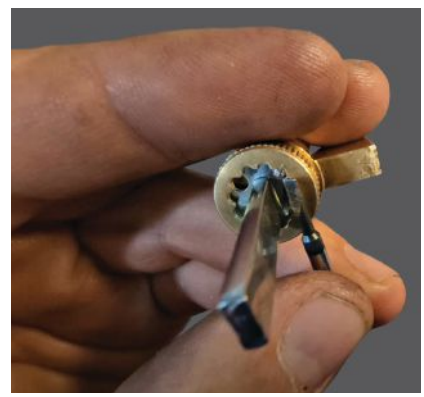
» **Photo 2. Identify the keyway.**

» **Photo 3. Capscrew removal tool**

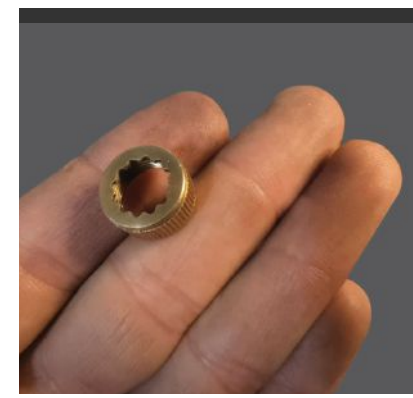


» **Photo 4. Pinning tweezers**

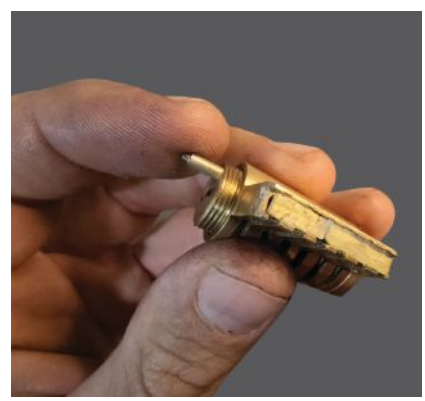
» **Photo 5. Key gauge**



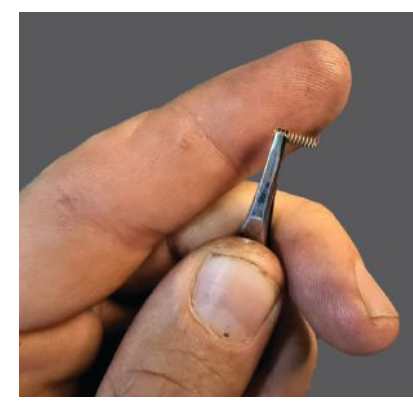
» **Photo 6. Retaining pin**



» **Photo 7. Capscrew removed**



» **Photo 8. Retaining pin, spring loaded**



» **Photo 9. Retaining cap pin spring**

Small is BIG

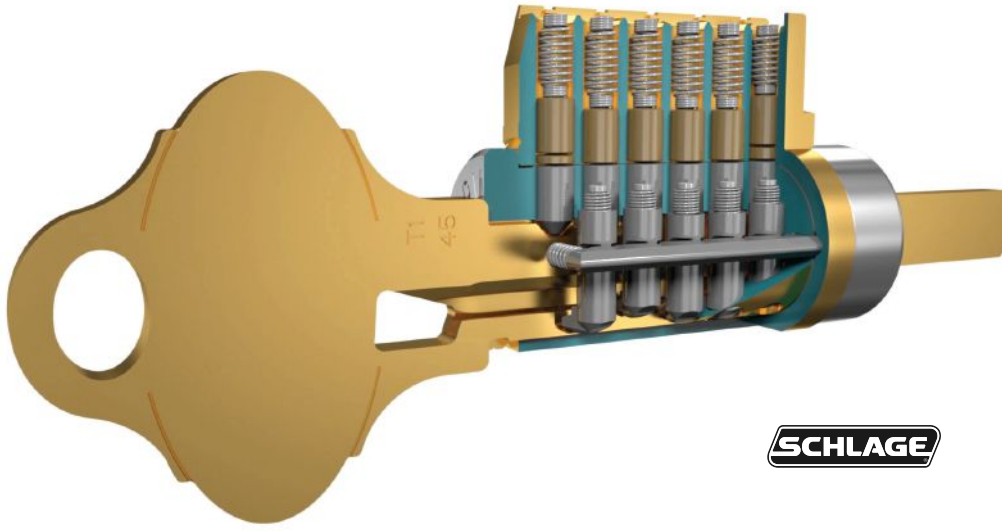


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Photo 10 shows the hole the retaining cap pin spring goes into. Now we have everything removed from the back of the lock cylinder, so we can insert the key. I like to rotate 90 degrees away from the housing or the top or the bible of the lock. In most cases, that will work.

Depending on what kind of tailpiece you have (there are different shapes), make sure it is rotated in a way such that there will not be a gap created when you use the follower to push the plug out of the lock housing. **I emphasize pushing**. You never want to pull on the cylinder. That will make the top pins explode into the housing and you'll have to rebuild that cylinder.

Notice there's no space between the follower that's in my hand **(Photo 11)** and the plug that's on the other side.

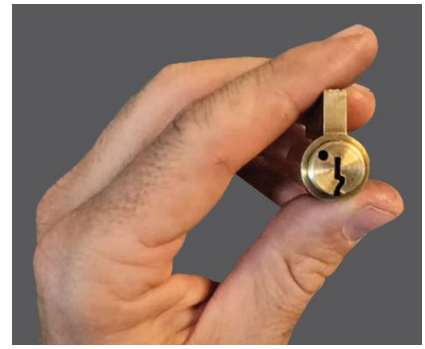
We will insert the new key. We verified that that the number one and number two positions (number one and number two cuts) are completely different from the original key. I always recommend putting in the new key to make sure that it is different and verify that beforehand.

Photo 12 shows a Lab 03 pinning kit. This is a well-used 3,000 professional pinning kit with a lot of pins added, so there are some pins that are red, which is an 05 pinning kit color in an 03 pinning kit. **(Photo 13)** Don't pay attention to the colors right now. The pins are the accurate sizes.

This is a number 3 pin, 210-thousandths, and then the final position will take this number 9 cut or 300-thousandths bottom pin **(Photo 14)**.

Now - the entire cylinder has been rebuilt **(Photo 15)**. The code is 1-1-7-3-3-9. Again make sure that the key is rotated offcenter so that the pins are not lined up. 90 degrees is preferred, but if you can't do that, whatever works for your situation. Again, push the follower out with the plug, never pull. Pulling will let the top pins out of the chambers.

Now that we have the plug back in place and we have pulled the key out while leaving the plug in the housing, we install the retaining pin spring into the retaining pin spring hole **(Photo 16)** and



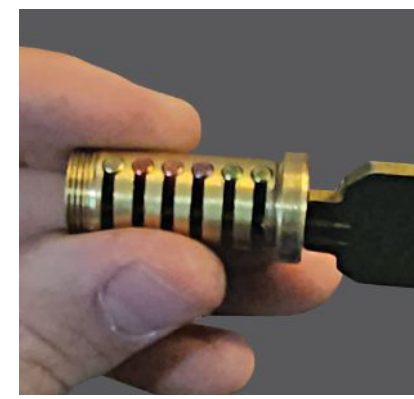
» Photo 10. Retaining cap spring hole

» Photo 11. No space between the follower and the plug

» Photo 12. Lab pin kit

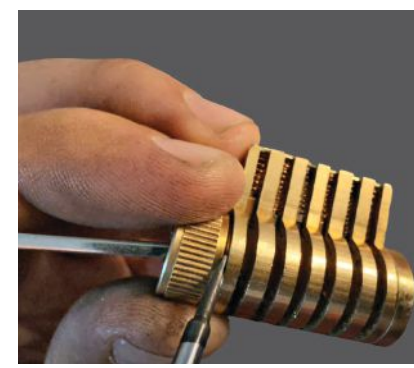
» Photo 13. Correct sized pins

» Photo 14. Pin for final position



» Photo 15. Entire cylinder rebuilt

» Photo 16. Install retaining pin spring



» Photo 17. Gap between the capscrew and lock housing

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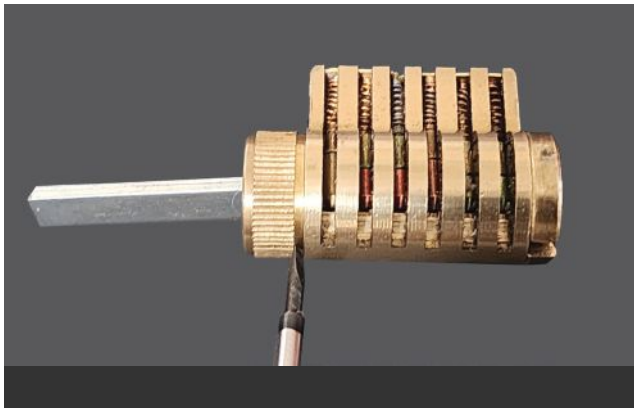
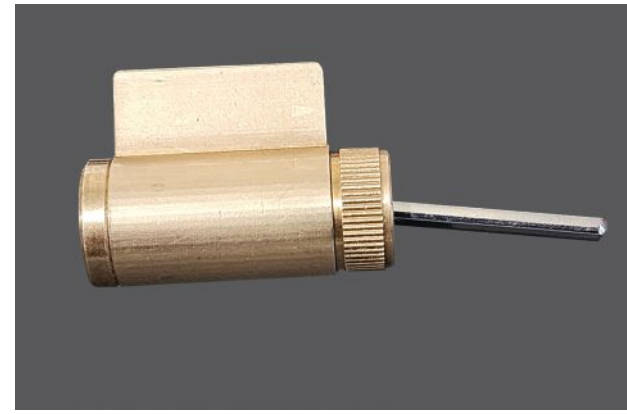


» Photo 18. Another view of the gap



» Photo 19. Adjust the torque.

then put the retaining pin on top of the retaining spring, with the point of the small notched pointed outward.

Now we reinstall the tailpiece the same way that it came off. There are two different possible positions. You can mount it in one position for a key-in-knob cylinder format or directly with the housing of the lock or the tailpiece lined up with the bible of the lock, which would indicate a key-in-lever situation. There are exceptions for both.

Photos 17 and 18 show a gap between the capscrew and the housing of the lock. *This is not good!* If your key does not come out easily after you re-installed the capscrew, there's a good chance that the capscrew torque is not set correctly. If you feel binding, it could be too tight. If it doesn't want to release the key, then it could be too loose and the key is pulling on the pins inside the lock and it's not releasing it because it is putting pressure on those pins. The torque specification is extremely important. **(Photo 19)**

» Photo 20. Job completed

Using chart information from our Lab 03 pin kit, we determined that the maximum adjacent cut depth is 6. Some places do say that you can go up to a maximum of 7. We're going to stick with 6. This means that having a number 7 cut next to a number 1 cut would be the maximum depth. Max violations will cause major problems in a lock cylinder. If you are creating a key, you cannot have more than 6 numbers between two cuts.

Wayne Winton is the owner of Tri-County Locksmith Services, located in Glenwood Springs, Colorado. For more information, check out www.wayneslockshop.com *or* lockreference.com.

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by Tim O'Leary

Tech Tips: Electronic Access Control Options

A look at emerging trends in security

For locksmiths who have been in security for a while, the pallet of solutions has never been larger even as the level of challenges continues to increase exponentially. My own experiences in electronic access control (EAC) began as a technician and then later production manager for one of the pioneering companies in access control, and my activities included designing custom features into our own products and systems for the industrial, government, military and commercial sectors.

I went on to consult and install EAC, and sure enough, I continued to find myself designing custom features for existing and new systems for a wide variety of clients.

Back then it was the Wild West. When a client requested a feature or function that was not available from an EAC company, I did my best to source those components from non-mainstream outlets. Fortunately, there were plenty of companies that specialized in unique and custom products to meet the clients' demands.

When assessing today's market, I realized that what we installed reflected what the project required, which spanned the entire range of technologies, not just the most recently introduced product.

There have long been security and functionality issues with Wiegand. Since Wiegand sends data from the reader to controller without encryption or authentication, the data can easily be skimmed from outside a door. A hacker can use this data to access a facility or deny access to authorized personnel; stolen data may be cloned and sold. Even readers with advanced technology may be at risk, since Wiegand's vulnerability is not in the credential or the reader itself, but in the unencrypted data connection between the reader and the controller.

Open Supervised Device Protocol (OSDP) was originally developed by HID Global, Mercury Security, and Lenel when customers wanted readers with new features to interface with evolving control panels. OSDP v2 with Secure Channel is a true protocol with encryption and authentication for robust security. OSDP meets federal access control requirements, such as PKI for FICAM.

» Essex iRox Card Readers

OSDP was designed to be a simple, interoperable, cost-effective replacement for Wiegand. Interoperability allows mixing and matching of devices to best meet each application's needs without vendor lock-in.

While the importance of physical locks and keys is the bedrock of physical security, we now can also protect the more esoteric elements, which cannot always be protected behind locked doors and physical barriers. We are expected to protect not only "things," but also people, data, and societal constructs.

It should be noted that the term "key," which formerly referred to a metal thing that operated the tumblers in a mechanical lock, has taken on other meanings in security nomenclature. In the realm of encryption protocols, a key is a group of random characters in a particular order. Encryption protocols use a key to alter data so that it's scrambled, and so that anyone without the key can't decode the information.

The technologies, current events and business environment have driven consolidation, and interoperability, which in this context refers to integration for products and functions.

The traditional thresholds between physical security devices, hard-wired network systems, wireless and low energy protocols have been mitigated to result in relatively seamless interoperability.

The hardware is pretty much the same between access control brands. The software/firmware for each product is the differentiator. Early EAC equipment printed circuit boards (PCBs) were custom manufactured in the limited quantities required, and often actually and-wired.

Supply-side companies have learned to partner, and the security installation industry is partnering with them. Among the many innovative companies and new technologies which transitioned from trends into new realities, here is a small sampling.

Essex iRox™ Series Smart Card Readers

ESSEX manufactures keypads, station controls and card readers. Their products use stainless steel faceplates, epoxy encapsulation, piezo and LED technologies and are attractive, reliable, and well-suited for custom applications.

iRox is a heavy-duty smart card reader. iRox readers feature stainless steel construction, epoxy encapsulated electronics, audiovisual feedback and a low profile, vandal and ligature-resistant design.

The new iRox incorporates OSDP and support for HID Mobile Access-solutions including employee badge in Apple Wallet.

The Essex Electronics iRox-T turnstile reader is a multi-frequency, multi-technology, low-profile reader designed to solve concealment challenges and enable streamlined upgrades to

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higher-security turnstile applications. It provides maximum read range and supports numerous low-frequency and high-frequency smartcards, including HID's Seos® breakthrough credential technology for advanced security and HID Mobile Access solutions.

Until foreign entities had enough time to reverse engineer, steal technologies, build their own factories, companies such a HID dominated the reader and credential market.

HID continues to thrive by constantly innovating new hardware and software solutions.

More info: https://www.hidglobal.com/solutions/hid-mobile-access-solutions

HID® Mercury™ MR52-S3B Doro Control Interface

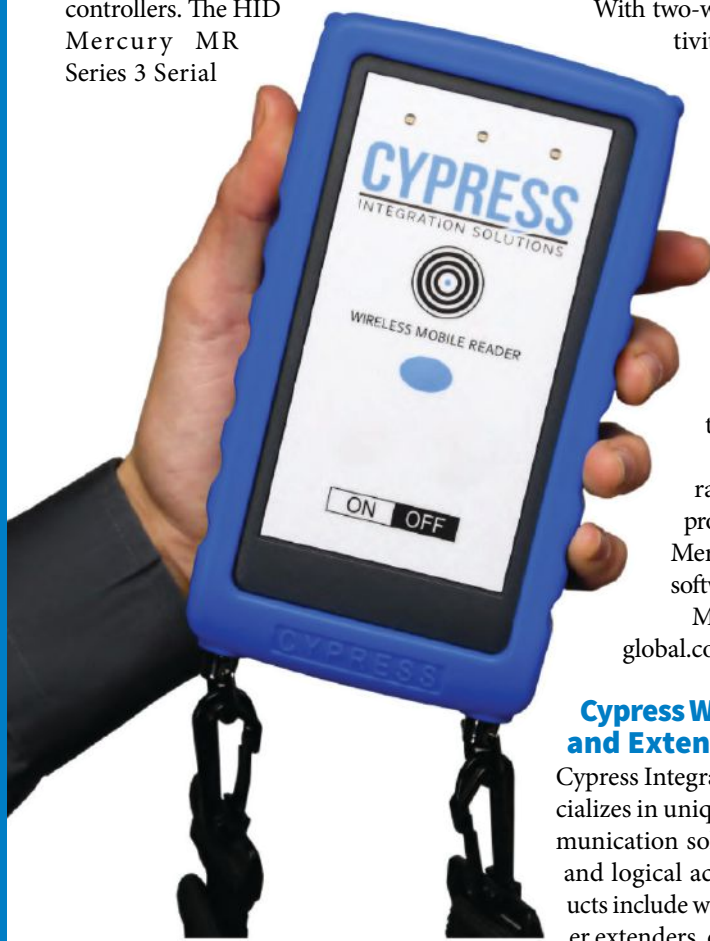
The MR52 Series 3 is the latest generation door interface module for HID Mercury intelligent controllers. The HID Mercury MR Series 3 Serial Input/Output (SIO) modules enable system expansion of HID Mercury intelligent controllers as part of HID Mercury's distributed architecture. The enhanced modules offer an improved processor and increased memory, plus features a secure crypto engine providing a secured layer of encryption to onboard sensitive data. Built on the HID Mercury open platform, Series 3 modules provide the necessary flexibility for OEMs, channel partners and end customers to choose the controller configuration that best fits their needs.

The MR52 Series 3 is a card reader interface panel with on-board flexibility to connect a wide range of security devices. The MR52 is easy to install and provides the required I/O for interfacing two card readers, eight general-purpose input monitor points and six control relays to any HID Mercury series intelligent controller.

With two-wire RS-485 connectivity, the MR52's two reader ports support OSDP, OSDP Secure Channel, FICAM government profiles, keypads, biometric readers, Wiegand, clock and data, magnetic stripe, F/2F and supervised F/2F reader technologies.

System configuration and setup are provided through HID Mercury OEM partner software applications.

More info: www.hidglobal.com



» Cypress wireless mobile reader

Cypress Wireless Readers and Extenders

Cypress Integration Solutions specializes in unique and secure communication solutions for physical and logical access control. Products include wireless readers, reader extenders, expansion modules, time displays, barcode scanners, Wiegand splitters and OSDP products.

Cypress Wireless Handheld Readers verify credentials by wirelessly communicating with a live database through the reader's base unit. Select models of the Wireless Handheld Reader also control a relay function such as opening a door or gates, or triggering a duress alarm.

Until now, configuring OSDP readers in the field was challenging, since no universal method existed. The pocket-sized OTT-2100 simplifies OSDP reader installations, since it works with most manufacturers' OSDP readers, making it a vital part of every access control installer's toolbox.

The standalone COMSET Tool handles the most common OSDP reader configuration settings. Configure readers in the field independently from the access controller, monitor the OSDP connection, and diagnose specific problems to simplify troubleshooting.

As an installation tool, use the OTT-2100's COMSET Mode to quickly and easily configure the device address and communication baud rate of OSDP readers and other peripheral devices, even if the current configuration is not known. Use DIP switches for the desired settings. Connect the tool to an OSDP reader, and the OTT-2100 will automatically communicate with, and configure the reader.

As a diagnostic tool, use the OTT-2100's Listening Mode to check the state of OSDP communication between the reader and controller.

The Wireless Suprex Reader-Extender is widely known for enabling installations beyond the Wiegand 500-foot limit, especially across parking lots, railroad tracks, in distant buildings or when installing at sites which should not be disturbed, e.g., buildings with asbestos or historical significance.

More info: www.cypressintegration.com

Tim O'Leary is an experienced security consultant and a regular contributor to Locksmith Ledger.

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Webinar 3 – October 24

Community Engagement: School security starts with clear communication among administrators, teachers, parents, students, SROs and first responders. (Hosted by PASS & SIA)

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Automotive Training Opportunities

Automotive locksmithing has entered a new, high-tech era. No longer are locksmiths making a living by purchasing a few basic tools, unlocking cars and duplicating keys. In today's world of sophisticated electronics and pricey equipment, locksmiths need specialized training. Here are some options in the coming months. Please note that pre-registration (and often pre-payment) are required.

Inaugural IAAL Conference

Registration is now open for the International Association of Automotive Locksmiths' first conference, Sept. 14-16 at the Kansas City Convention Center. Kansas City, Mo.

The class list includes:

- GM Six-Cut Locking System
- Intro to Automotive Control Units
- Soldering
- EEPROM
- Catching Up to 2023 - Advanced Automotive Keymaking Methods and Tips
- Intro to European
- Adding Auto: Get to Know Your OBD Connector and How to Diagnose It
- To Clone or Not to Clone
- GM 8-cut to 10-Cut High Security Keys
- Hands-on Lishi Training
- Honda High Security
- Intro to Automotive Control Units
- Adding Auto: Bridging the Gap
- Kr 55 Key and Remote Programming (Mercedes, Chrysler Crossfire)
- Volkswagen/Audi Programming
- Jaguar/Land Rover Servicing
- Nissan Mechanical
- Nissan Programming
- Automotive Tips and Tricks
- Intro to High Security
- Volkswagen Ignition Repair
- Key Innovations Update
- BMW Key Programming with ACDP

Classes will be ranked beginner, intermediate and advanced. Go to https://www.aloa.org/iaal/iaal-home.html to see the brochure with class descriptions and further information.

» AKG Academy has sessions in September and November

AKG Academy

Following is the fall training lineup from the Automotive Keys Group. Dates: Sept. 8-9 in Farmingdale, N.Y, Nov. 3-4 in Dallas. See registration info at https://akgacademy.com.

IM608 Programming, Sept. 8
Come join us for some Autel certified instruction for the IM608, and bring your device if you have one for hands on experience. Donnie Sherfield is going to review the basics of the Autel IM608, dig deep into the lesser known special functions of the device that you may not yet be aware of, and cover all of its European and specialty vehicle key and module programming capabilities. Over the course of this 8-hour class, we will introduce you to helpful devices that work well along with the Autel IM608 that help you complete jobs efficiently using this versatile programmer.

Original Lishi Lock Picking, Sept. 8
This 4-hour class taught by Bill Youngson and Jason Frank is designed to teach the basics of lock picking and decoding with Lishi Tools, followed by a minimum of two hours hands on with the tools. We will provide you with different keyway locks to practice with and improve your skills with. Learning how to use these tools the correct way will create more success, unlock additional income opportunities, and save you time and money.

Marketing for the Progressive Locksmith, Sept. 8
Have you ever wondered how to "sell" your services more effectively? This class, taught by Bill

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Youngson, will cover the importance of presenting yourself as a professional, why salesmanship is important, and how to make a plan to hold onto the perfect amount of business. Pricing Structure and ROI will be discussed. This 4-hour class will also allow for an Open Forum of discussion with regards to Business Marketing.

BMW Immobilizers and Key Programming, Sept. 9
During this 8-hour class, Donnie Sherfield will take you through the Immo Systems of BMW Vehicles from EWS1 through FEM/BDC. Module location, removal, precautions, and EEPROM reading will be discussed. ISN reading/writing and DME cloning will be discussed. The primary device discussed in this class will be ACDP, but others such as IM608 and AK-90 will also be discussed. Live module demonstrations will be performed.

Hands-On High Security, Sept. 9
This 8-hour class, taught by Jason Frank, is intended to give you an overview of high-security vehicle lock cylinders in order to take the mystery out of high-security locks and will include the hands-on building of high-security automotive locks. The newly introduced internal 2-track 2021 Ford high-security ignition and door locks will be included for hands-on pinning. Both versions of the 106 groove keyway will be provided for hands-on, including 5 depth locks (Escape/Bronco Sport) and the 4 depth locks (2021 F150).

KR55 Key Maker for Mercedes Flip Key Programming, Nov. 3
Did you know that the Mercedes Dealer isn't able to offer almost all Flip Blade IR Keys to their customers any longer? You can open up a new revenue stream for your business by attending this 4-hour class taught by Donnie Sherfield. You will be shown the ins and outs of the KR55 Key Maker and how to add-a-key and perform AKL (All Keys Lost) on Mercedes Sprinters, ML Series, S Class, and Chrysler Crossfire vehicles that use an IR Flip Key. Outside of the OEM Factory Tool, the KR55 is the only device in the world that can program a working remote to these vehicles.

JLR Key Programming, Nov. 3
In this class taught by Shon Mordehay, we will discuss keyed ignition JLR vehicles and the modules related to key programming on these vehicles. Learn where the modules are located, how to remove these modules, and how to program keys to the vehicles. We will also discuss PTS (Push To Start) JLR vehicles and their KVM modules. Demonstrations will be conducted with the VVDI2, VVDI Prog, VVDI Key Tool Plus, and Tango.

ACDP BMW Key Programming, Nov. 3
New to BMW Key Programming or new to the Mini ACDP? Consider taking this 4-hour class taught by Donnie Sherfield. This class will walk you through all the needed steps to program BMW Keys with the ACDP, including app and hardware setup. BMW CAS1-CAS4 Systems will be discussed and demonstrated. Gain the confidence that you need to add keys and perform AKL (All Keys Lost) procedures on these BMW Vehicles.

Hands-On EEPROM, Nov. 4
In this hands-on class, students will break into groups of two while Donnie Sherfield instructs them on how to program keys via EEPROM during this 8-hour class. Each group of students will be provided with a Laptop, VVDI Prog, Tango, and the same modules that the instructor has so that they can follow along and complete the task in real time.

VAG Key and Module Programming, Nov. 4
Tim Tracy and Charley Simpson will instruct this 8-hour Volkswagen/Audi (VAG) programming class. Equipment to be discussed will include Abrites (AVDI), VAG Tacho, Ross Tech VCDS, and VW/Audi ODIS. Instructors will take you through key programming and module replacement on vehicles using Immo 1 through Immo 5. Diagnostic scanning and the ability to understand what modules in a vehicle may have been replaced will also be discussed. Hands-on demos will be included.

American Key Supply University

All classes are held at American Key Supply headquarters in Las Vegas. For registration and full information, visit www.americankeysupply.com and click on Las Vegas Locksmith University. Upcoming classes include:
Hands-On Lishi Training, Las Vegas, Oct. 5, Oct. 19
Advanced VW/Audi Key Programming, Oct. 6-7
Advanced Motorcycle Keymaking, Oct. 20-21

PureAuto from Lockmasters

Key Generation, Nicholasville, Ky.
Date: Oct. 6
This course offers the student an exciting opportunity to learn the skills needed to generate an automotive key. This extended hands-on portion of the class includes a wide variety of tools. Learn to sight-read keys, use scopes to read wafers, impression, use of Determinators, Kobra readers, AccuReaders, Lishi 2-in-1 tools, progressioning, keys by code and more.

Advanced Automotive Transponders. Lockmasters, Nicholasville, Ky.
Date: Oct. 7
Keep up with the ever-changing world of transponders. This class covers transponder systems made since 1996, programming procedures, key blanks, and tools for most transponder-equipped vehicles in North America. This will include the newest procedures and key blanks for the newest models. Learn about the CAN Systems and new PROX systems as well as laptop-based programming options for some vehicles. Includes information on programming and troubleshooting: GM, Ford, Chrysler, Honda, Toyota, Mazda, Nissan, Mitsubishi, and VW/Audi.

To register, call 866-574-8724. More info: www.lsieducation.com

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Napco Pro Standalone and Add-On Bluetooth Reader Modules

Napco Access Pro has introduced standalone and add-on Bluetooth reader modules for seamless mobile credential convenience inside and out. The Bluetooth Reader Module (BRM) Series enables Napco Access Pro's mobile access credentials, distributed via email, text, or QR code, to provide access throughout a building or campus, through doors secured with any brand Wiegand readers and/or Trilogy Networx PIN/Prox access locks.

Napco Access Pro offers three Bluetooth Reader Modules, each supporting the iLock App from Continental or Alarm Lock, plus the powerful AirAccess App from the company's ACaaS platform, all for fluid use with reader-wired doors and wireless Trilogy Networx locks. The CA-BRM standalone converts virtually any Wiegand-enabled third-party 125 kHz Prox or 13.56 MHz iClass readers into a Napco Access Pro Bluetooth-enabled reader (wired in parallel and placed behind the existing Wiegand-enabled reader). The CA-BRM-F-P300 is an add-on to the Farpointe Data Model P-300 Proximity Reader, color- and styling-matched, and includes a weather-sealed Bluetooth reader module. Similarly, CA-BRM-H-SIG20 is an add-on for use with the HID Signo Models 20 proximity reader. For labor savings and efficiency, the BRM Series allows all data to be sent through one set of wires to the security control panel.

More info: napcoaccesspro.com

» *Request Information: www.locksmithledger.com/53066323*

Camden Narrow No-Touch Switch with Manual Override

In response to soaring customer demand, Camden Door Controls has expanded its range of ValueWave™ no-touch switches to include a narrow (slimline) version with manual override. This override button is designed to provide additional assurance that the request-to-exit switch will open a door, even if the no-touch sensor fails to operate. This new slimline switch also features a heavy gauge stainless steel faceplate, a red/green illuminated light ring, and is IP65 rated, making it an automatic door or access control system.

ValueWave™ no-touch switches are designed for easy installation in high-traffic applications. In addition to this narrow version, the CM-221 & CM-222 Series switches are available in a range of other models with single and double gang heavy-gauge stainless steel faceplates, and include illuminated light rings.

More info: www.camdencontrols.com

» *Request Information: www.locksmithledger.com/53066443*

Isuzu Software from Advanced Diagnostics

Advanced Diagnostics has released new Smart Pro software to program keys for a range of ISUZU models, even in an "all keys lost" situation. The ADS2329 software programs both bladed and proximity keys for various Isuzu vehicles without need of a working key. The procedure programs the remote and the transponder at the same time. A dealer PIN code is required.

More info: www.advanced-diagnostics.com or mykeyspro.com

» *Request Information: www.locksmithledger.com/53066827*

Rockwood RM7101 NeoCylinder™ Straight Door Pull

Rockwood has introduced its latest decorative door hardware solution, the NeoCylinder™ Straight Door Pull. The fresh design is available in straight and offset versions. The 1-1/4-inch tubing blends seamlessly into the terminating flat end posts. NeoCylinder Pulls are available with the popular Grip-Zone finish. Rockwood is an ASSA ABLOY Group brand.

More Info: www.thegooddesignstudio.com

» *Request Information: www.locksmithledger.com/53067035*

Seco-Larm 4K Network Video Recorder

ENFORCER 4K Network Video Recorders offer reliable options for on-site security. These NVRs feature live recording and playback at up to 4K@30FPS, integrated AI security capabilities, and are available in 4, 8, and 16-Channel variants—scalable to meet your specific security demands. Their plug-and-play installation makes them simple to set up. They use H.265 high-efficiency video coding to optimize bandwidth and storage usage while maintaining excellent video quality. Each unit includes a Mass Storage HDD. Remote access is available using the free SL Vision app (available for iOS and Android) on your smartphone or tablet.

More info: www.seco-larm.com

» *Request Information: www.locksmithledger.com/53067266*

Morse Watchmans Emergency Key Grab Kit

Morse Watchmans has introduced its Emergency Key Grab (EKG) Kit, a lifesaving solution designed for use in K-12 schools. The new EKG Kit centers around Morse Watchmans' proprietary electronic key control system and includes additional materials and support required to provide first responders with fast, secure access to keys in the event of a school lockdown or emergency.

The EKG Kit includes:

- A 1-module or greater KeyWatcher Touch System, Morse Watchmans' award-winning flagship system
- Color-coded SmartKeys and KeyRing with Hubs
- Unique KeyWatcher System First Response KeyRing Identification Label
- Educational Materials: Implementing Key Control in K-12 Schools Tip Sheet and K-12 Schools
- Key Control Playbook Hardcopies
- One-on-one Educational Training from Morse Watchmans
- Template and Guidelines for Writing a K-12 School District Key Control Policy

More info: www.morsewatchmans.com/markets/education

» *Request Information: www.locksmithledger.com/53067248*

Ranger Composite Aluminum Shelving

Ranger Design has introduced Composite Aluminum Shelving for inside commercial vehicles like locksmith vans. This new shelving line provides the same load capacity as Ranger Design's steel shelving with a 25% reduction in weight.

The new aluminum-alloy end panels are coated with a protective finish that improves smudge- and abrasion resistance. This coating also eliminates the need for PVC film, reducing packaging and making installation easier than ever. Each shelf combines Ranger Design's tried-and-true aluminum extrusions with a honeycomb composite, providing improved noise mitigation and protection across a wider range of chemicals. The shelving is available in a variety of sizes.

More info: rangerdesign.com/composite-aluminum-van-shelving

» *Request Information: www.locksmithledger.com/53067272*

Viking X-Series IP Video Intercoms

Viking's X-Series IP Video Intercoms are designed to provide high-definition video and reliable hands-free voice communication for SIP VoIP phone systems and service providers. The built-in IP video camera has H.264 video compression, low light sensitivity, a wide viewing angle of 126 degrees, and can output dual video streams of up to 1080p resolution.

The X-SERIES intercoms can dial programmable numbers and be programmed remotely via a built-in Web UI. On-board 2 Amp relay contacts are provided for activating door strikes or gate controllers.

X-35 SERIES: These IP intercoms with HD video are constructed of heavy-duty stainless steel and feature a durable polycarbonate window to protect the camera. These intercoms flush mount to a standard double gang electrical box, or use an optional surface mount box, sold separately.

X-205 SERIES: These compact IP intercoms with HD video are low-profile, constructed of heavy-duty stainless steel, and feature a durable polycarbonate window to protect the camera. These intercoms are designed to surface mount and come in three different finishes.

X-1605 SERIES: These compact IP emergency phones with HD video are constructed of heavy-duty stainless steel and feature a durable polycarbonate window to protect the camera. These emergency phones are designed to surface mount and come in a bright red textured finish.

More info: www.vikingelectronics.com

» *Request Information: www.locksmithledger.com/53067268*

Altronix VR10 Voltage Regulator

Altronix introduces the VR10 Voltage Regulator. Designed to optimize power in access control installations, the VR10 converts a 24VDC input into a regulated 5VDC or 12VDC output, saving valuable enclosure space and significantly reducing installation and maintenance expenses.

The Altronix VR10 offers a range of features designed to ensure seamless integration and consistent performance in diverse installation environments. It is designed to seamlessly integrate with a wide range of access control sub-assemblies, making it a versatile choice for both new installations and retrofit projects.

More info: www.altronix.com/products/VR10

» *Request Information: www.locksmithledger.com/53066423*

Paxton Secures Highlands Grow Cannabis Facility

GREENVILLE, S.C. – Paxton's Net2 access control has been installed at Highlands Grow, a fully licensed industrial-scale cultivator, producing cannabis for medicinal and recreational use.

Based in Lapeer, Mich., Highlands Grow provides consumable cannabis products to U.S.-based retailers. The volume of produce they cultivate is of extremely high-market value and needs to be secured with a sophisticated and advanced security system as stated by Michigan state law.

Prior to the new Net2 security installation, the Highlands Grow facility was secured by traditional locks and keys. This meant that they were open to potential security risks, and their site would not meet the legal requirements to secure the higher volume of product they plan to produce as they increase the size of their ever-growing customer base.

Highlands Grow contacted Existo Solutions, a consulting company specializing in services designed specifically for the budding U.S. cannabis industry. They recommended Paxton's Net2 access control due to its customizable high-security functionality and integration options.

Chris Hernandez, operations lead at Existo Solutions, said: "Achieving compliance while growing cannabis in most U.S. states is related to the security and access of the facility. Cultivators who don't comply can receive up to a $90,000 fine from the U.S. government, so it's vitally important to get access control right."

For the new security system to meet legal surveillance requirements, cameras need to be integrated alongside a remote alert system. For Highlands Grow, that means monitoring 50 cameras, while securing 21 doors which lead to large-scale grow rooms and secure vaults, storing curing cannabis and finished products.

Having this functionality is crucial so the owners can receive real-time notifications and video clips of potential security risks on individual doors when the facility is at low capacity.

Hernandez continues: "What is very important for the customers in our industry, isn't just knowing who goes in and out of a facility, it's who goes up to a door when they are not supposed to. It's about being aware of who tried to open a vault when no one is there."

Existo Solutions installed Net2, Paxton's flagship networked IP access control system, which originally launched into the U.S. market in 2007. Since then, the system has received consistent updates and integrated with many leading cameras, as well as fire and intruder alarms.

The system was integrated seamlessly with VIVOTEK cameras, meaning that Highlands Grow can now remotely monitor every door on their facility 24/7, using Net2Online software and the Paxton Connect app.

"Paxton is our go-to when it comes to access control. We like the way Net2 integrates with VIVOTEK cameras, and the system just works every time.Net2 has enabled us to provide Highlands Grow with the highest security service package we offer, which is great for them," says Hernandez.

Paxton's vandal-resistant Entry range touch panel has been fitted on the main entrance to the facility, alongside an Entry Premium monitor in the site's security station. The Net2 software has been configured to provide notification alerts on the owner's smart devices if people are trying to enter the building outside of business hours.

Net2 readers were installed across all doors alongside the camera integration to monitor access from internal employees to grow rooms and vaults. These readers have been configured to allow different access levels depending on seniority in the company, and time restrictions added to lock down rooms with no need for frequent access.

Hernandez concludes: "I think access control is so important as one of the initial means to manage the workspace and how people move around. There are lots of locked doors in the cannabis industry and opening them using Net2 makes it easy to move around with large plants on carts."

The Net2 system has been installed with no problems and the owners are pleased with how easy Net2 access control is to use. They have been maximizing the use of its feature-rich software and have been impressed with the proximity cards, which they have doubled up as access tokens and ID cards.

Matt Saagman, director of cultivation at Highlands Grow, says, "Using Net2 is very smooth. Once I started using the Paxton Connect app, it has been a breeze. Almost too easy. As we expand our facility, we plan to keep building on the current system and we are interested in seeing what else it can do as we grow."

You can find out more about Net2 on Paxton's website, www.paxton-access.com.

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Lockmasters Acquires Allied Locksmith Supply

» In an effort to expand its automotive and locksmithing product offerings, Lockmasters announces that Allied Locksmith Supply has joined the Lockmasters team, including long-time Allied Locksmith Supply employees, Jim and Anna. Since 1982, the family-owned Allied Locksmith Supply has taken pride in professionally servicing customers with technical and sales expertise.

Allied is a distributor of approximately 9,000 automotive and commercial locksmith products consisting of automotive remote and transponder keys, locks, and related products as well as residential key blanks and accessories. The company has been in operation for over 40 years and is based out of Youngstown, Ohio. As of closing, Allied's operations have been successfully integrated into Lockmasters' headquarters in Nicholasville, Ky.

Lockmasters customers' current shopping experience will expand to include:

- Access to new manufacturers including: ASP, BlueDog, Howard Keys and Pro-Lok
- Over 5,000 new parts, including full lines from ILCO, STRATTEC and Lucky Line
- Vast assortment of stocked keys, remotes and automotive parts
- Specialized automotive and locksmith customer service representatives

"We are looking forward to carrying the torch on Allied's core automotive remote and transponder keys distribution business as the 40-year family owners transition into retirement. Now that all operations are integrated into Lockmasters and the product offerings have been made available on our e-commerce platform, we will be able to focus on delivering the best possible technical sales and rapid order fulfilment that customers have come to expect at both Lockmasters and Allied." said Joe McCormack, Lockmasters' CEO.

ASSA ABLOY To Buy Evolis, Sunray Engineering

» Through subsidiary HID Global, ASSA ABLOY has announced plans to purchase Evolis, a leading French manufacturer of ID card printers and consumables, at a price of approximately $255 million.

Evolis develops, manufactures, and sells printers and software for personalization of physical credentials. Through a well-established channel network, Evolis has built a well-established global market position in the instant issuance of physical credentials including ID cards, access

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control badges, payment cards and other personalized credentials.

Evolis was established in 1999 and has 380 employees. The company is headquartered in Angers, France. The Company is listed on Euronext Growth in Paris.

"I am looking forward to welcoming Evolis into the ASSA ABLOY Group. Evolis would be a good technological addition to the ASSA ABLOY Group and would reinforce our current offering within the secure issuance business" says Nico Delvaux, President and CEO of ASSA ABLOY.

"It would be a pleasure to welcome Evolis to the HID family," says Björn Lidefelt, Executive Vice President and Head of Global Technologies business unit HID Global. "Joining forces with a strong industry player like Evolis would enable us to better meet our customers' needs and provides complementary growth opportunities across product, geographical and vertical market presence".

The acquisition is expected to close during the third quarter of 2023.

ASSA ABLOY has also acquired Sunray Engineering Group Ltd, a UK designer and manufacturer of high specification steel and timber security doors, fire doors and louvre systems.

"With Sunray Engineering and its great team we want to develop our presence within the high specification door and louvre systems markets. Sunray Engineering has a long and successful history in the UK, making it a fantastic opportunity to help us realize our growth ambitions and expand our full door specification offering," says Neil Vann, executive vice president of ASSA ABLOY and Head of EMEIA Division.

Sunray Engineering was established in 1980 and has 70 employees. The main office is located in Kent, South East England.

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Napco Access Pro™ Debuts

» Amityville, NY – NAPCO Security Technologies announces the launch of an all-new Napco Access Pro Dealer Program, brand, and website, introduced by its Continental Access Division.

"The change came about to better represent the full, evolving access technologies, and single-source offerings NAPCO now has for integrators, including solutions from cellular/cloud-based hosted AirAccess, to embedded self-contained controllers of E-Access, to the Continental enterprise platform and controllers, for which it's best known, and which will continue to be branded with the Continental name. And, the new Napco Access Pro Dealer Program is designed to expand both the solutions and the value we provide our current dealers and new integrators joining it," said Stephen Spinelli, senior vice president, sales, for NAPCO Security Technologies.

Program highlights will include exclusive products with pro feature sets and new value-adds; preferred pricing tiers and growth incentives; protected/semi-protected territories; leads, dedicated account management, continuing pro-education options and opportunities; marketing tools and annual awards event. It is spotlighted on the division's new website, **www.napcoaccesspro.com**, as well as on the Continental website, **www.cicaccess.com**.

The Napco Access Pro Dealer Program is being developed and managed under the direction of Napco Access Pro's new Vice President of Sales Aaron Black, who has a long history of creating and administrating dealer programs for well-known video and security companies. While existing Continental Dealers will be contacted in advance by their regional sales manager, for more information on the program, or the full range of access control solutions available, contact Aaron at NAPCO, ablack@napcosecurity.com, 1.800.645.9445 or his cell 817.888.4872, or reach out to your local representative.

» SEPTEMBER

Sept. 7-9: CEDIA Expo, Denver. More info: cediaexpo.com

Sept. 8-9: AKG Locksmith Academy Automotive Training, Farmingdale, N.Y. More info: akgacademy.com

Sept. 10-15: DHI Fall Technical School, Raleigh, N.C. More info: www.dhi.org/DHI/About-DHI/What's_Ahead_for_DHI.aspx

Sept. 11-13: GSX, Kay Bailey Hutchison Convention Center, Dallas. More info: www.gsx.org

Sept. 14: BEST Switch Tech Overview, in-person training at dormakaba's Indianapolis Training Center. More info: dormakabaproducttraining.gosignmeup.com

Sept. 15-16: Doyle Security 37th Annual Trade Show and Educational Weekend, Minneapolis. More info: www.doylesecurity.com

Sept. 28: Access Control Summit, Washington DC. More info: www.leeodess.com/acs23

» OCTOBER

Oct. 17-18: Securing New Ground, New York City. More info: sng.securityindustry.org

Oct. 20: IDN-H Hoffman Chicago Trade Show. More info: www.idn-inc.com

Oct. 20-22: MLA Expo, Europe's largest locksmith convention, Telford, England. More info: www.locksmiths.co.uk/mla-expo/visitor-info/

Oct. 25-26: Security Canada Central, Toronto Congress Center, Toronto, Ontario. More info www.securitycanada.com

Oct. 25-29: Yankee Security Convention, Springfield, Massachusetts. More info: www.yankeesecurity.org

Oct. 25-26: DHI ConNextions 2023, Boston. More info: www.dhiconnextions.com

» NOVEMBER

Nov. 3-4: AKG Locksmith Academy Automotive Training, Dallas. More info: akgacademy.com

Nov. 8-10: IML Nevada Expo, Las Vegas. More info: www.imlss.com

Nov. 14-16: ISC East, Javits Center, New York City. More info: www.discoverisceast.com

To submit your events, email epike@endeavorb2b.com.

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10 YEARS AGO

Jeremy Earles, **Ingersoll Rand** (now Allegion) wrote an article recommending multi-credential readers that could be upgraded gradually from magstripe to smart cards. These days, multi-credential readers must also work with smartphones. The **Builders Hardware Manufacturers Association** issued new exit device standards. A case study followed the Miller Place Union Free School District's security upgrade, which included electronic locks with school lockdown capabilities on classroom doors and a single visitor entry point. **Trine** introduced its 4100 Series electric strikes with a variety of faceplates, billed as "the one-box solution" for cylindrical and mortise locks. Jerry Levine wrote an article titled "Choosing and Setting Up a Video Surveillance System." Tim O'Leary upgraded a residential gated entry with an electromagnetic lock, wireless controls for the gate operator and video surveillance. O'Leary also wrote about selecting the ideal power supply for an electronic access control system. Gale Johnson shared highlights of his trip to Baltimore to attend ALOA 2013. Levine tested **Jet Hardware**'s 9000 key machine.

20 YEARS AGO

Rod Oden described several security products that can be used to increase commercial door security. Tom Gillespie provided ways to conduct a home security survey and what hardware to suggest. Tim O'Leary described some problems and offered solutions for dealing with building codes. O'Leary also showed how to combine products from different manufacturers in order to make a functional security system. Jerry Levine installed an **Adams Rite** Maglock and switchbar system on a pair of aluminum doors. A Ledger article described the history of **Sargent & Greenleaf** safe deposit locks. The DHI conference was held in Tampa, Fla. A forum which included Mark Berger, **Securitech Group**, was a featured event. Jerry Levine introduced some exciting products from **Aiphone Security Systems**. Gale Johnson showed how to fit keys to a Vespa moped. Tiny showed how to fit keys to a 2001 Kawasaki Ninja. Steve Kaufman interviewed Heidi Carr, a locksmith in Allentown, Penn. She offered ways to increase safe sales.

New Products in 2013

Two articles from 10 years ago took a first look at some new products offered to the locksmith market, including those that made their debut at ALOA 2013. Tim O'Leary wrote "What's New in Commercial Security?" while Gale Johnson attended ALOA and reported on "What's New in Mechanical Security?" Most but not all of these companies are still around a decade later.

What's New In Commercial Security? Products mentioned include the Adams Rite 2190 interconnected deadbolt/deadlatch, the Securitron PowerJump ICPT, the Trine 4100 Series versatile electric strikes and Arrow's QL Series and MLX Series of cylindrical lever locks.

What's New In Mechanical Security? Featured products included CCL laminated padlocks and Sesamee Locks, ETI key-operated switch locks, the Laser 3D Pro Xtreme key machine, Master Lock residential Grade 3 knobs, levers and deadbolts, Squire resettable padlocks and Schlage indicator lever locks.

» Adams Rite 2190

» Trine 4100

» Laser 3D Pro Xtreme

» ETI key-operated switch locks

The Back Page and You!

If you come across a story that you would like to see on the Back Page, feel free to send it in! Please send all responses to: pragusa@endeavorb2b.com and epike@endeavorb2b.com with the header Attn: Back Page

Locksmith Ledger International (USPS #0587-900), (ISSN 1050-2254 print; ISSN 2771-6317 online) is published monthly with an additional issue in December by Endeavor Business Media, LLC. Periodicals postage paid at Fort Atkinson, WI 53538 and additional mailing offices. POSTMASTER: Send address changes to *Locksmith Ledger International*, P.O. Box 3258, Northbrook, IL 60065-3258. Canada Post PM40612608. Return undeliverable Canadian addresses to: Locksmith Ledger International, P.O. Box 25542, London, ON N6C 6B2.

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